

Vol. 75

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U. S. Department of Agriculture.

# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

Copyright, 1926, by The National Provisioner, Inc.  
Title Registered in U. S. Patent Office.

SEPTEMBER 11, 1926

If It's

*Rohe* "Regal"

The Quality Is Unexcelled

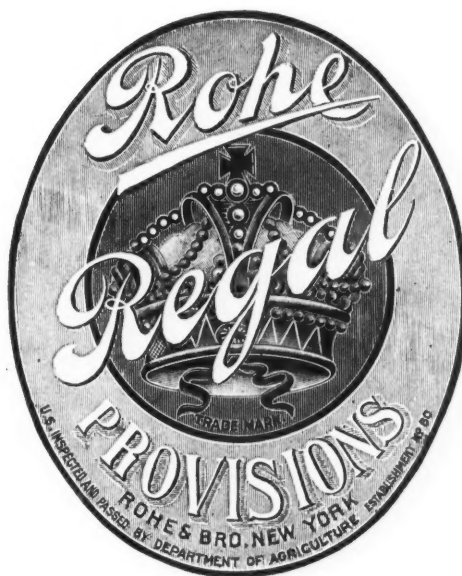
Sausage

Hams

Bacon

and

Lard



ROHE & BROTHER

Established 1857

527-543 West 36th Street

New York City

Export Office: 344 Produce Exchange



The New  
"BUFFALO"

## A Scientific Wonder!

The New  
Self Emptying  
Silent Cutter

Does Marvelous  
Work

Saves 33 1/3%  
Time

### The Pride of our 58 years of manufacturing Sausage Machinery

The new "BUFFALO" Self Emptying Silent Cutter is now being used in 14 prominent sausage factories with wonderful success.

This wonderful machine will cut your costs and make the finest Quality of sausage.

It will do your work in 1/3 less time—a remarkable saving.

It is Fool-Proof—nothing to get out of order. Will last a life-time.

If interested, a list of prominent users will be furnished on request.

#### "BUFFALO" Grinders

If you are interested in a Grinder that will DOUBLE your output, eliminating all trouble, write for Catalog and list of over 100 prominent users.

## JOHN E. SMITH'S SONS CO.

50 Broadway,  
Buffalo, N. Y.

4201 S. Halsted St.,  
Chicago, Ill.

Douglas Wharf, Putney, London

Cleveland, Ohio.  
August 11, 1926.

John E. Smith's Sons Co.,  
50 Broadway,  
Buffalo, N. Y.

Gentlemen:

We are pleased to inform you regarding your new "BUFFALO" Self Emptying Silent Cutter. We have had this machine in our plant for a little over 6 months.

We save about 1/3 the time in doing our work as it cuts 1/3 more sausage meat in the same length of time as could be done with our previous machine.

The Self Emptying feature from a sanitary standpoint is perfect. The operator does not have to handle the meat at all. It empties the bowl in about 15 seconds.

The machine is giving us perfect satisfaction in every respect and we will be pleased to recommend it to anyone.

Yours very truly,  
The PAVELKA BROTHERS CO.  
By A. Pavelka.  
General Manager.

ABP-JH

# "30 carloads have left for *the EAST*"



A FIRM of Columbus, Ohio, commission merchants purchases from growers over a wide area and distributes all the way to the Atlantic. All buying is done from Columbus; all shipments are consigned to that point. As the cars are started, Columbus is informed of the car numbers, weight, size, class and price of the fruit. Then, from Columbus, by long distance calls, the products are sold in the various market cities—and the cars diverted and re-routed, also by telephone!

AT TIMES 30 carloads of melons will leave Colorado or California for the East—and be sold and re-routed by telephone while rolling. Thousands of businesses are finding that the telephone brings a development that would be impossible by any other means. Territories are covered that the salesmen, traveling in person, could not reach. Buying and selling costs are kept low that otherwise would become prohibitive. A degree of speed is reached in selling and distribution that otherwise would be unattainable. Wherever it is desirable to increase business activity and lessen the cost, there long distance calls have a place.

Is there a possibility that the telephone might be used still more effectively in your business? Have you lately taken stock of

the value to your business of a communication system that embraces 17,000,000 telephones and reaches 70,000 towns? How many expensive trips each month might be saved? How much valuable time out of the office might be saved by occasional minutes over the long distance lines? Who is there important enough to see who cannot be reached by Long Distance?

Ask our Commercial Department in your city to help you take an inventory of the various ways Long Distance can develop your business. Such a study and report will gladly be made free. And why not make, now, that call that may pay for itself many times over? Distance is no obstacle. Tell us whom you would like to talk with, now. . . . . *Number, please?*

## BELL LONG DISTANCE SERVICE



## "Prague Salt"

Trade Mark registered in U. S.  
Patent Office and will  
be protected

## The Boiled Ham Season Is Here

**Griffith's  
Prague Pickling Salt**  
is a fast, safe cure

for

**BONED BOILED HAMS**  
5 to 7 days

**SMOKED HAMS**  
15 to 23 lbs.  
24 to 27 days

**CORNER BEEF**  
For canning  
For family use  
5 to 7 days

**BACON**  
Sweet Pickle Bellies  
4 to 7 days

**Dry Cure Bacon**  
8 to 10 days

**FRESH SAUSAGE MEATS**  
for Weiners, Frankfurters, Bologna,  
Minced Ham, or any Smoked Sausage Meats.

*Through Fine Plate in 24 hrs.  
Through Inch Plate in 48 hrs.*

**We are the sole owners of the  
Trade Mark "Prague Salt."  
Do not be deceived. There is  
nothing that is just as good.**

We will ship you from Chicago, or  
one of our nearest Warehouses. Ask  
for information.

**The Griffith Laboratories**  
4103 S. La Salle St.,  
Chicago, Ill.

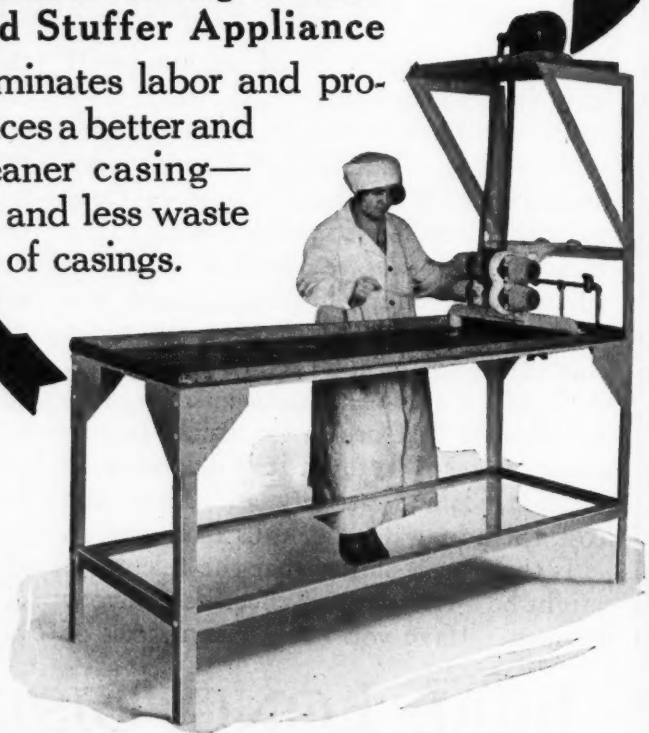
# SPEEDEX

## Casings and Labor

the two important cost  
items in Sausage Production

The installation of a  
**Speedex Casing Flusher  
and Stuffer Appliance**  
eliminates labor and pro-  
duces a better and  
cleaner casing—  
and less waste  
of casings.

Tell your Sec-  
retary Now to  
write for more  
information.

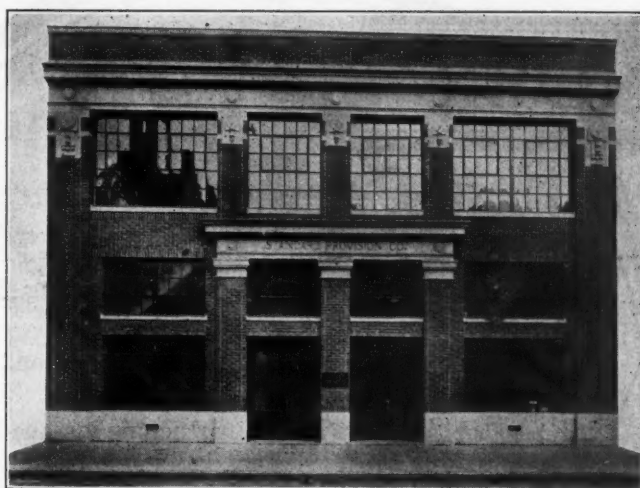


# Packers Utility Company

(Not Inc.)

320 Beethoven Pl., Chicago, Ill.





New Plant of the STANDARD PROVISION COMPANY  
Franklin and Callowhill Streets  
Philadelphia

**In this building, on the second floor, one of our latest type  
600-lb Perfection Silent Meat Cutters  
is in constant use, producing 7000 lbs. finished meat per hour**

This Perfection Cutter has displaced the three other meat cutters that had been in use in this plant.

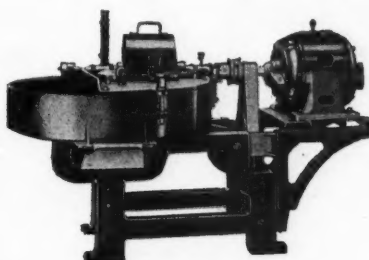
Only one operator is required to cut this great amount of meat, and meat when finished shows *greater binding qualities and better yield* than that produced by any other cutter.

We ask that you call at the Standard plant and see the operation and results. The Standard Provision Company will offer you every opportunity to make a rigid and thorough inspection.

Another 600-lb. Perfection Silent Cutter has just been installed at the Sun Packing Company, Pittsburgh. Trade in that section will be given every opportunity by the Sun company to see machine in operation. The Sun company is very enthusiastic about this Cutter and tells us that for speed, quality and yield, we have the greatest machine in the world. Is there any other cutter that will meet these requirements? Investigate, don't delay! It means money to you.

This machine is a big money maker in every way, and we believe it would be to your interest to investigate. Remember that one operator can handle, cut, and unload 7,000 pounds of meat per hour.

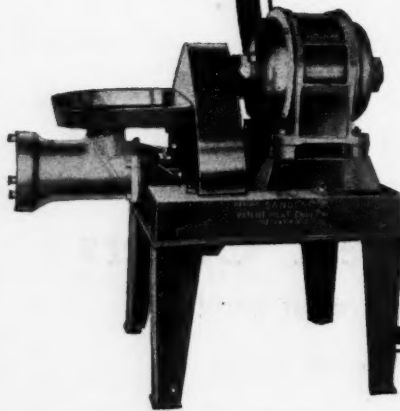
Is this worth looking into? We leave it to you.



**R. T. RANDALL & CO.**

Sole Agents  
PHILADELPHIA, PA.

# SANDER



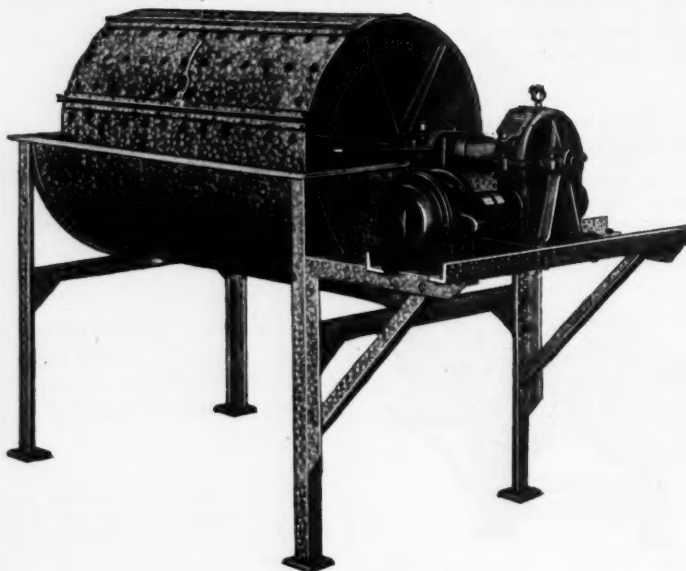
**The Sander Reduces Meat Chopping Time by 50%.**

Meat is chopped fine in one operation. No re-handling.

"We have had your machine installed for over 19 years." Ingersoll Packing Co., Ltd., Ingersoll, Ont., Canada.  
How long will your Chopper last?

**THE SANDER MANUFACTURING CO.**  
Newark, N. J. Established 1875

## Sausage Smoke Stick Washer No. 103



**Motor driven.**

Also made for belt drive.

This washer requires only  $\frac{3}{4}$  H.P. motor and is therefore very inexpensive to operate. Almost noiseless. The heads are of cast iron; the cylinder, 30" in diameter, is made in length to suit sticks.

Floor space, 4x7 feet.

Height, 4 feet.

Weight, 850 pounds.

Ham cloths can also be washed in this machine.

**B. F. NELL & COMPANY**

620 W. Pershing Road

Chicago, Ill.

*Manufacturers of Equipment and Supplies for the Meat Industry*

# In Canada

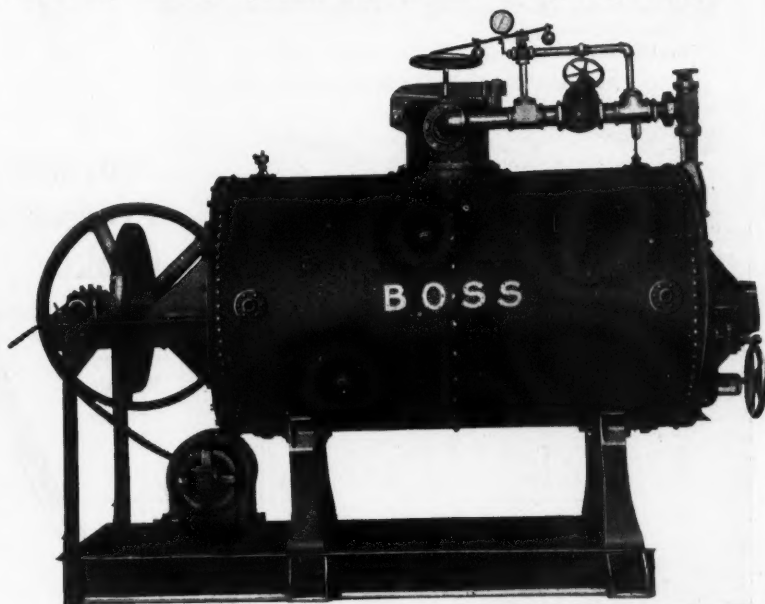
## The Harris Abattoir Company, Ltd.,

with its packing plants and branch houses all over the Dominion

### Is Installing Our "BOSS" Prime Rendering System

This wide-awake firm, known for its high operating efficiency, has chosen the "BOSS" after several years of experimenting with Dry Rendering Equipment and after thorough investigation of other systems.

5 x 9 ft. "BOSS" Cooker with Prime Rendering Device



### "BOSS"

#### Prime System

(Patents Pending)

starts rendering in open cookers, but finishes with just enough vapor from the material to completely envelop same, thus retaining the light color and the natural, sweet flavor and keeping qualities of the fats.

Outfit is self-contained; the simplest, most practical, economical, and efficient.

Mr. Packer, Read  
This Analysis  
of Tallow rendered in a  
"BOSS" Cooker  
with the Prime System

Eventually you will use this system, as it does away with the old evils of modified wet rendering.

Why not have our experts prepare the most economical layout for you?

Write for information without obligation.



Please address all correspondence to the Cincinnati Office.

GENERAL TYPING DEPARTMENT  
F. N. BARBER, MANAGER

#### THE PROCTER & GAMBLE CO.

GENERAL OFFICES: CINCINNATI, U.S.A.

August 30, 1926

PLANTS  
PORTLAND, ORE.  
PORT TOWNE, N.Y.  
KANSAS CITY, KANS.  
MILWAUKEE, WIS.  
MILWAUKEE, WIS.  
MILWAUKEE, WIS.

IN REPLY, PLEASE REFER TO FILE  
PCB:BC

Jacob Schlachter's Sons Co.  
Colerain Ave.  
Cincinnati, Ohio

Gentlemen:

In accordance with your telephone request of this morning, we are giving you below the analysis on the shipment of tallow made by you to our Ivorydale Plant.

12 Pkgs. delivered by you on August 23rd as follows:  
P.F.A. .7 Tetre 45.5 MIU .7 Color Good

Yours very truly,

THE PROCTER & GAMBLE COMPANY  
Oils & Fats Division

## THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH  
3907-11 S. Halsted St.

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage & Rendering  
Outfits

Factory and Main Office: 1972-2008  
Central Ave., CINCINNATI, OHIO



PLATTER TRUCK NO. 90

An exceptionally handy truck for meat markets.

Length 52" Height 60" 8" between shelves  
Width 24" Weight 400 lbs.

**MARKET FORGE CO.**

EVERETT, MASS.

Making Trucks and Racks Since 1897

Write for our catalog

Write us for information and prices on

H. & H. Electric Ham Marking Saw  
H. & H. Electric Pork Scribing Saw  
H. & H. Electric Beef Scribing Saw  
H. & H. Electric Fat Back Splitter  
Calvert Bacon Skinner

United Improved Sausage Molds

Monel Metal Meat Loaf Pans

Adelmann Ham Boiler

Jelly Tongue Pan

Maple Skewers

Knitted Bags

**Best & Donovan**

332 South Michigan Blvd.

Chicago, Ill.



Iron Recessed Plate Press

**Filter Presses**

FOR LARD & OIL REFINERIES  
BEEF EXTRACT, GLUE &  
SOAP MANUFACTURERS

**Tankage and Curb Presses**

PACKING HOUSE MACHINERY  
AND EQUIPMENT

Write for Information and Prices

**William R. Perrin & Company**

Fisher Building

Chicago, Illinois

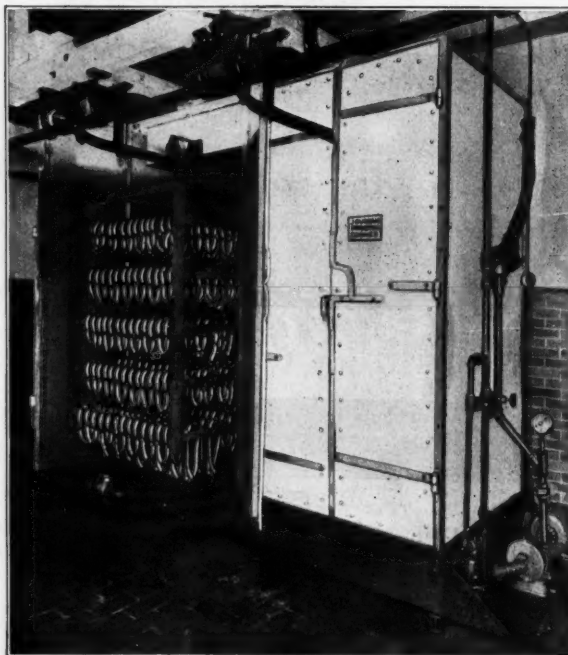
# 10 good reasons

why so many of the leading Sausage Makers and Packers are now installing the

## JOURDAN PROCESS COOKER

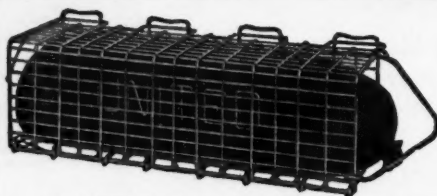
1. Cooks quicker.
2. Absolutely uniform.
3. On the cage—no handling.
4. Colors while cooking.
5. Spotless coloring.
6. Untouched by hands.
7. Saves time, labor, and space.
8. Temperature controlled.
9. Produces best looking product.
10. Saves money.

Any one of the reasons justifies investigation.



**Jourdan  
Process  
Cooker  
Co.**

814-832  
W. 20th St.,  
Chicago,  
Ill.



## The "United" Improved Sausage Mold

Identify your product by using the improved patented clasp lettering mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.

Mold furnished with or without letters.

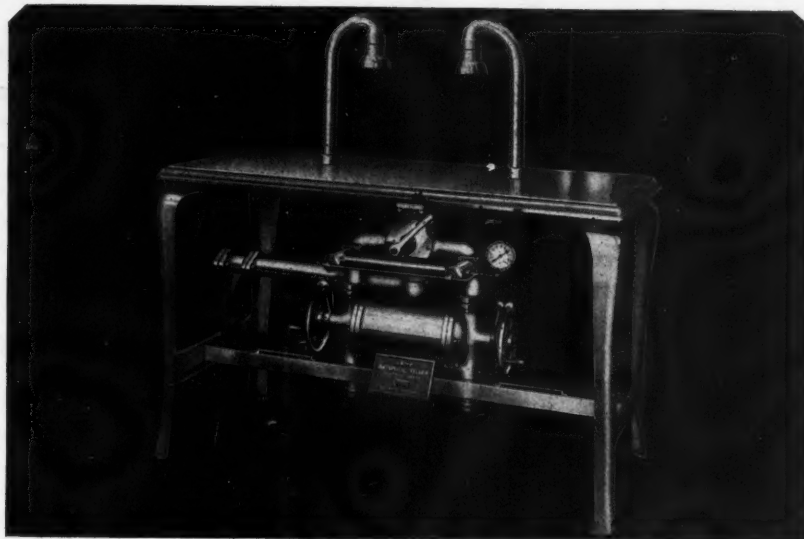
Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you write us direct.

**United Steel & Wire Co.**  
Battle Creek, Mich.  
Atchison, Kans.

The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.





## SIMPLICITY

### Accurate Weighing and Filling

Simplicity of operation is another feature that is making the Lamb Automatic Weighing and Filling Machine an indispensable piece of equipment for the lard room.

The illustration above shows the remarkable simplicity of construction. There are few moving parts and no knife blade balances or mechanical trips to wear out or get out of order. Time-consuming stops for adjustments are entirely eliminated. The wide range of adjustments that can be made on the Lamb machine are made while the machine is in operation.

The Lamb machine is guaranteed to be superior to any other of the present methods of packing. Write today for complete information.

#### Special Features

1. Accuracy
2. Simplicity
3. Speed
4. Cleanliness

*Lamb*  
CORPORATION

The Lamb machine can be used in filling cartons or pails from 3 oz. to 10 lbs. of any compressible material.

Vancouver, B. C.  
570 Granville St.

Seattle, Wash.  
27th Ave. W. & Commodore Way

Chicago, Ill.  
Tribune Tower

# Uncle Jake says—

I have no time to quarrel with the mistakes of my past; there is a long road ahead of me.

I have learned from observation that the average man is as old as his worries and so I say, don't worry because of what you have lost in service and satisfaction by not using K. V. P. Genuine Vegetable Parchment (the nationally accepted protection in marketing moist and greasy foods) but see to it that from now on you will be served by nothing but the best, viz., K. V. P. Brands.



*Uncle Jake*  
of the  
**KALAMAZOO VEGETABLE PARCHMENT CO.**  
KALAMAZOO, MICHIGAN

*Waxed and Parchment Papers Protect the Nations Food.*

## Shrouding Pins



*To Clothe Beef*

Turn out your beef sides the new way—bright, fresh and clean!

Made from tempered spring wire with new style washer to prevent tearing cloth.

*Write for Samples*

We manufacture springs for all purposes, from brass — bronze — monel metal and steel.

Also made without washers

**Muehlhausen Spring Co.**  
5841 So. Loomis Blvd.  
Chicago, Ill.

## Do you get proper color and flavor in cured meats?

Tests show some sugars cause too dark color or "ropy" pickle. They also ferment in storage.

Did you know a special packers' curing sugar had been developed which avoids these difficulties and costs less than granulated sugar! It's

## Godchaux's Curing Sugar

*specially prepared for the meat industry in the modern sugar refinery of*

**GODCHAUX SUGARS, Inc.**

Godchaux Bldg. New Orleans, La.

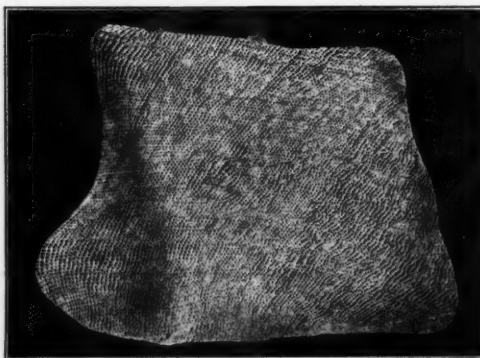
Price in 100 lb. bags, \$5.20 per cwt. f.o.b. Reserve, La.  
Price in 250 lb. bags, \$5.10 per cwt., f.o.b. Reserve, La.  
Delivered prices, both carloads and less, quoted on request.

## KRAMER

*Improved*

## Hog Dehairing Machines

**L. A. KRAMER CO.,**  
111 W. Jackson Blvd., Chicago



## Don't Take Chances Shipping RIBS Uncovered

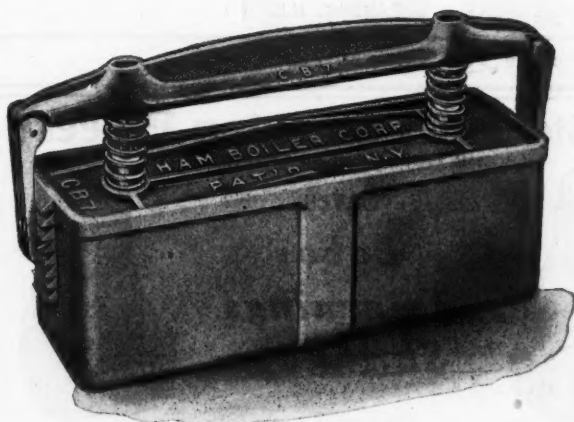
Cover them with our Stockinette covering for a safe delivery to your valued customers.

*Details and prices furnished upon request.*

**FRED C. CAHN**

305 W. Adams St., Chicago  
Selling Agent,  
The Adler Underwear  
& Hosiery Mfg. Co.

# How Do You Cook Your Corned Beef?



C.B.7—Capacity 12 pounds  
C.B.5—Capacity 15 pounds

The C. B. 7 for Corned Beef Splits constructed of cast aluminum, with yielding spring pressure.

Produces a superior product heretofore unequalled in flavor and appearance.

Reduces shrinkage considerably over other methods, thus paying for itself in a short while.



Product

Its appetizing appearance and wonderful flavor insure large profitable sales.

There is no waste. It is slicable from the first cut to the last, and each slice is just the size desired for sandwich or cold meat serving purposes.

By far, it surpasses any like product now upon the market.

## Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory—Port Chester, N. Y.

European Representatives: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London  
Canadian Representative: Gould, Shapely & Muir Co., Ltd., Brantford, Ont.



# Continental Can Company, Inc.

**CHICAGO    JERSEY CITY    DETROIT**  
NEW YORK    SYRACUSE    CANONSBURG, PA.    BALTIMORE    CLEARING, ILL.

**Meat Cans  
Pigs Foot Jelly Pans**

**Salad Oil Cans  
Peanut Butter Cans  
Frozen Egg Cans  
Soap Cans**

**Plain  
and  
Lithographed**


When you write the advertiser, mention THE NATIONAL PROVISIONER

**MATHIESON**  
Chemicals

Anhydrous Ammonia  
Aqua Ammonia  
Caustic Soda  
Soda Ash  
Liquid Chlorine  
Bleaching Powder

The MATHIESON ALKALI WORKS Inc.  
750 PARK AVE., NEW YORK CITY

PHILADELPHIA    CHICAGO  
FABRIQUE D'ETES    CHARLOTTE

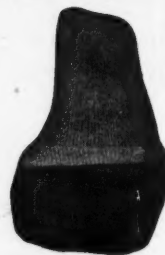
Deal Direct with  the Manufacturer

## The Stockinet Smoking Process

U. S. Letters Patent No. 1,122,715.



**Saves  
Labor  
Trimming  
Shrinkage**



Smoke Your Meats in Stockinets and Get Uniformity, Sanitation,  
SQUARE Butts and Appearance

To get large sales, your Mr. Quality should have the assistance  
of Mr. Stockinet appearance

Numerous Packers Throughout the Country Are  
*Why Not You?*

For Further Particulars Write or Phone

**Thomas F. Keeley, Licensor**  
516 East 28th Street, Chicago, Ill.    Telephone Calumet 0349

**HY-GLOSS**  
MARGARINE CARTONS

## Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National  
Carton Company**  
Joliet, Ill.

## BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette  
Cloth and Bags for Covering Meat

*Write Us for Information and Prices*

**Wynantskill Mfg. Company**  
TROY, N. Y.

Fred K. Higbie Supply Co., Rep., 360 N. Michigan Ave., Chicago, Ill.

## A. C. Wicke Mfg. Co.

**Reliable Butcher Fixtures and Supplies**  
*Special attention given to cork and cement refrigerators*  
Cold storage installations and complete market equipment

**NEW YORK CITY**

Salesrooms:  
207 East 48th St.

Main Office and Factory:  
406 East 102nd St.  
Phone Atwater 0680 for all Branches

Bronx Branch  
789 Brook Ave.



# Sheep Casings

**Strictly  
Selected**

**Carefully  
Graded**

**South American  
New Zealand  
Australian  
Mongolian  
Russian**

*Cleaning plants located in all principal  
killing centers of the world*

**ESTABLISHED 1853**

## **THE BRECHT COMPANY**

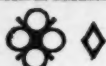
**NEW YORK**

**HAMBURG**

**BUENOS AIRES**

**ST. LOUIS**

## TRADE MARK



PEPPERCORN  
AND DIAMOND  
BRAND.

## The Peppercorn and Diamond Brand Butchers Cutlery

The World is flooded with Cheap imitations of Butchers' Knives, many of which are of very little use for the purposes for which they are made. Those that pay and wear, giving the greatest satisfaction to the user, are those made from

## JOHN WILSON'S World-Renowned Double Shear Steel

Which are all Hand Forged and all the modern means of production being observed. They have stood the test for 176 years and the demand is greater than ever.



Works : Sycamore Street, SHEFFIELD, England. Agents : H. BOKER & Co., Inc., Duane Street, NEW YORK.  
May be obtained from all Storekeepers.



**Mono Service Co.**  
NEWARK NEW JERSEY

People prefer packaged sausage meat. Use this package and place your product in the company of other packaged food successes. Plan now for increased sales during the coming season. Our package experts will gladly assist you with your sales problem. Write for samples of

**KLEEN KUP**

The Package That  
Sells Its Contents

Standard 1500-lb.  
Ham Curing Casks



Write for Prices and Delivery  
**Bott Bros. Mfg. Co.** WARSAW, ILLINOIS

When You Write  
The Advertiser  
Mention  
THE NATIONAL PROVISIONER



## For Weighing in the Meat Plant Use the Right Scale

THERE is a Chatillon Scale designed for each weighing operation. Use a scale of the correct design and capacity for your various operations.

*This Eliminates Losses from Weighing.*

Chatillon Thermoseal Scales are of scientific construction. Authorities admit they reduce to a minimum the element of friction prevalent in other types. Your work demands accuracy and speed of operation, to hold operating costs at a low level. In the meat packing industry Chatillon Scales have established an enviable record on these qualifications.

### ACCURACY—DEPENDABILITY—SPEED

The Scale shown on this page is one of the popular types available for your work.

*If your supply house cannot furnish prices and full information, write to us direct.*

**JOHN CHATILLON & SONS**

Established 1835

85-99 Cliff Street New York City, N. Y.  
Manufacturers of Scales and Butchers' Supplies

## WEST CARROLLTON GENUINE VEGETABLE PARCHMENT

IS recognized as the most suitable wrapper for meats, butter, fish—and other moist food products. It is available plain or printed—in any size needed—also circles and linings.

The  
**West Carrollton Parchment Co.**  
West Carrollton, Ohio

# **THE CASING HOUSE**

**We Can Satisfy You**

## **BERTH. LEVI & Co. Inc.**

**ESTABLISHED 1882**

**NEW YORK  
BUENOS AIRES**

**CHICAGO  
HAMBURG**

**LONDON  
WELLINGTON**



**"NIAGARA BRAND"**

MANUFACTURED BY  
Established 1840

**Genuine Double Refined Saltpetre (Nitrate of Potash)  
and Double Refined Nitrate of Soda**

Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I.

**BATTELLE & RENWICK**

80 MAIDEN LANE  
NEW YORK

**VANGEUNS BROS.**

Groningen, Holland  
Telegraph Addr. "Casings"

are buyers of  
**Hog Casings**  
Offers solicited

**BECHSTEIN & CO., Inc.**

**SAUSAGE CASINGS**

CHICAGO: 723 West Lake Street  
LONDON: 5 St. Johns St., Smithfield, E. C.

NEW YORK: 50 WATER STREET  
Telephone Whitehall 9328

**OPPENHEIMER CASING CO.**

New York  
London  
Hamburg  
Sydney

Importers and Exporters of  
**SAUSAGE CASINGS**  
CHICAGO, U. S. A.

Toronto  
Wellington  
Buenos Aires  
Tientsin

SHEEP	HOG	BEEF
CASINGS		

Importers - Manufacturers - Exporters

CALIFORNIA  
BY-PRODUCTS CO.

Main Offices  
905 Market St.  
SAN FRANCISCO

Eastern Branch  
461 Eighth Ave.  
NEW YORK

**M. BRAND & SONS**

**SAUSAGE CASINGS**

FIRST AVE. AND 49th ST.

NEW YORK

**S. OPPENHEIMER & CO.**

**Sausage Casings**

Chicago, 2700 Wabash Ave.  
Hamburg 8—Luisenhopf

London, 47 St. John St., Smithfield  
73 Beutecott St., Wellington

96-100 Pearl St., New York

**AUSTRALIAN Sheep and Beef CASINGS**

**British Casing Co., Ltd.**

Dried Gut 14 Casing Cleaning Factories Throughout Australia  
Sydney, Australia

Brokers:  
E. G. James Co.  
140 W. Van Buren St.  
Chicago, Ill.

**NEW YORK BUTCHERS' SUPPLY CO., Inc.**  
**SAUSAGE CASINGS AND  
SUPPLIES**  
513 Hudson St., NEW YORK, N. Y.

Tel. Rhineland 4817  
**THE AMERICAN CASING CO.**  
Importers and Exporters  
**Sausage Casings and Spices**  
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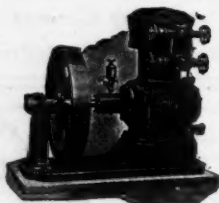
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Classified Ads are on page 63.



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The successes are those with brains enough to

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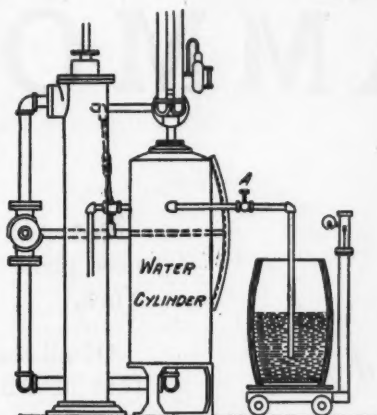
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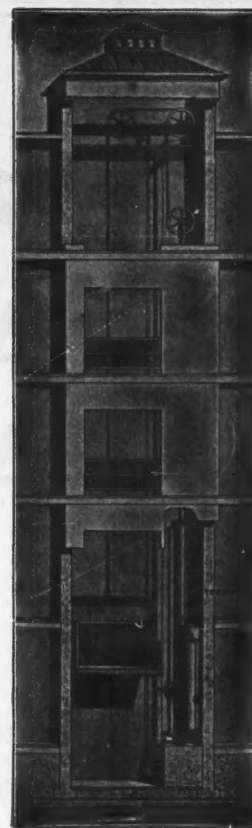
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Soak hams at higher than 80° F. or cook at more than 180° F. and shrinkage can amount to 150 lbs. in every thousand. Figure the loss on total output!

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eliminate the possibilities of such losses. They not only maintain temperatures at all points, but they give you an accurate thermal check throughout the entire 24-hour day. They overcome the losses that are due to human guesswork, and carelessness, and in many instances they make it possible to reduce the usual number of employees.

These instruments are lowering production costs, reducing waste and cutting down labor expense in modern plants all over this country. Let us suggest where and why American Instruments will make money for you. Ask for Catalogs R-49, H-49 and G-49.

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Our Anhydrous Ammonia is manufactured at new plant now located at Niagara Falls, New York.

Of all the processes employed in the manufacture of Anhydrous Ammonia that used in the manufacture of ours, is the latest and the best.

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Chicago and New York, September 11, 1926

No. 11

## Refrigeration in the Meat Plant

### Moisture in Coolers is One of Principal Causes of Meat Loss One Method of Getting Rid of It

Everybody knows that a cooler must be cold.

But everybody does not know that there is another important requirement besides cold. The air must be dry.

Many packers are operating cold storage rooms inefficiently and at a cost much greater than necessary, because they allow too much moisture.

Carcasses can be chilled in 24 hours or less, moisture can be eliminated by sufficient air circulation, the shrinkage of product in storage can be reduced, spoilage and deterioration of product almost eliminated, all by use of proper refrigeration.

The secret of efficient cooling is believed by some experts to be proper air circulation, and the removal of gases and odors.

With proper air circulation, moisture is reduced to a minimum. Where excessive moisture is present it not only has a tendency to make products deteriorate, but it reduces the life of the cooler rooms themselves.

#### Refrigeration Methods Neglected.

Only in recent years has much attention been given to means and methods of operating and maintaining cold storage rooms efficiently. While the important part played by refrigeration was well recognized, there was little thought given to the fact that money could be made or lost in coolers.

There are differing views on refrigeration methods. Each has its ardent advocates, and each is entitled to his "day in court."

One refrigeration expert believes best results can be secured by drawing the cooler air into a suction pipe located near the floor of the cooler. This air is discharged near the ceiling where it is again cooled. In the process of cooling, the moisture in the

air remains on the brine coils, leaving the cold dry air to start again its circulation in the cooler.

This results in a good circulation of air, and a dry cooler free from moisture condensation. The cold air moves downward from the brine coils placed near the ceiling of the cooler, and as it reaches the floor it is drawn by suction into the pipe, again taken to the brine coils for the removal of moisture and for chilling.

This method is discussed by its inventor in the following article:

### Forced Air Circulation in Coolers

By Milton W. Browne.

In the early days of packing houses and refrigeration the first consideration was temperature. Architects and construction engineers gave no thought to other factors, equally as important.

#### How's Your Cooler Air?

How much do packers and sausage makers know about the air in their coolers?

When you go into the cooler is the air cold, dry and invigorating?

Or does it "give you the cold chills?"

If the air is not cold and dry, then there is something wrong with the refrigerating system, which is sure to result in loss of products and deterioration in the coolers themselves.

You don't always have to build a new cooler. Old damp coolers can be remedied at relatively small cost.

One means of securing the right kind of air in the cooler, and the advantages of dry air, are pointed out in the accompanying article.

Results and experience have proven that other things as vital for the successful handling and storage of meats and meat products under refrigeration must be considered—that damp rooms and insufficient air circulation prove disastrous to packing-house products.

It was found necessary to adopt measures to avoid these conditions, and the next step was in the direction of obtaining cold, dry rooms. This was partially accomplished either by the proper locating of the refrigerant pipes, or by some method of drying the air by means of lime or calcium chloride.

Experience, which in reality is just plain common sense, has shown that the arrangement and construction of the refrigerant pipes or coils, and their location in the rooms to be cooled, have a great bearing on the efficiency and refrigeration effect, as well as on the humidity of the air.

#### Cooling Air Does Not Dry It.

The march of progress has brought the highest development in the science of forced air circulation and humidity control.

It is a mistaken idea that a refrigerating machine makes dry air, no matter what conditions exist in the coolers, or how these coolers may be constructed. This erroneous conclusion is the result of statements made by some salesmen who do not understand the science of refrigeration, air conditioning, or refrigerator building.

Simply cooling the air does not dry it, nor prevent the accumulation of moisture wherein gravity air circulation is wholly depended upon. Cool air can only be dried through mechanical means of forced air circulation and humidity control.

The interiors of all refrigerated rooms should have that clear, fresh cold air like the dry, cold mountain air which keeps products fresh and in prime condition—and it is only through forced air circulation and humidity control that such an atmosphere can be obtained and maintained therein.

#### Benefits of Air Circulation.

The two illustrations used here give a correct idea as to the benefits gained

through a rapid movement of the air (forced air circulation) over gravity circulation within refrigerated rooms.

The first describes the different actions and results of air under gravity circulation, while the second shows wherein there is a great similarity in the effect obtainable through mechanical forced air circulation to that of mountain air, and that quicker and satisfactory results are not only thereby obtained, but also a saving in refrigeration.

First.—Many times you and I have stepped out of doors when the early morning air was perfectly still, and the temperature was as low as 20° F., without either realizing that the air was so cold, or experiencing any unpleasant effect.

Second.—On the other hand, when the temperature of the air was 30° F. to 35° F. (above zero), and the velocity of the wind twenty-five to thirty miles per hour, upon going out of doors the experience was a decided contrast to that referred to above, from the fact that the rapid movement of the air quickly withdrew the heat from our bodies, making a chilling or freezing sensation literally go through us to the marrow in our bones.

The advantage of forced air circulation and humidity control is that it is absolutely penetrating and positive. Through it the air within coolers or refrigerated rooms can be changed just as often, and at such regular intervals, as the existing conditions therein demand, whether it may be every few minutes or every hour, etc.

Thus uniform refrigeration and an even distribution of air circulation are maintained throughout all parts of these rooms, resulting not only in economical, efficient refrigeration, but in better packinghouse products, from the fact that the excessive moisture is removed, and an unvarying temperature maintained.

#### Each Room a Separate Problem.

Experience and practical results have fully demonstrated that each refrigerated room is a problem within itself, that each room has its own peculiar conditions to overcome, and that it is these conditions which must be fully understood in order that the correct temperature, air circulation and proper humidity be maintained therein.

Humidity determinations, taken in coolers wherein gravity circulation is depended upon, are frequently of no value whatsoever in arriving at the relative humidity surrounding the meat products stored therein. This is because the slow, sluggish air movement under gravity circulation forms definite air pockets surrounding meats packed in tight barrels, boxes, or semi-tight packages, or when meats are wrapped in paper, or piled close together without any spacing between them.

As a rule there is seldom anything perplexing in the rising of the humidity. The whole trouble lies not only in its control, but in a uniform maintenance of it throughout all parts of the refrigerated rooms, and in and around the products stored therein.

#### Room or Product Temperature?

It is the general practice in the cooling and storage of packinghouse products undergoing refrigeration to maintain a certain room temperature without any consideration to the temperature of the product. It should be borne in mind that, if a certain meat commodity is to be held at a specified temperature, IT IS THE TEMPERATURE OF THE PRODUCTS and NOT necessarily the temperature of the refrigerated room which is of such VITAL IMPORTANCE.

This being true, how is one to insure the temperature of the product? Heat and moisture must be withdrawn from the meat products, and mixed into the refrigerant, and this heat can only be transferred in two ways—by conduction or convection.

The transfer of heat by conduction

through the air is too slow a process to be considered by the progressive packer.

Therefore, transferring heat by convection is the better and only practical method, involving a definite air movement, the rapidity of the extraction of the heat and moisture being in direct proportion to the volume of the air movement between the lower and upper levels of the refrigerated room, to and over the refrigerant pipes, and back to the products.

#### Methods of Air Circulation.

There are only two methods of circulating the air within refrigerated rooms:

First, the old method, by gravity (natural) air circulation, in which the movement of the air is not only in a vertical direction, due to the difference in temperature between the upper and lower levels of the room, but it is slow and uncertain, being no faster than the laws of gravitation, and having little force to overcome or effect upon the many factors for the successful cooling and storage of meat and meat products.

Second, the new method—a revolutionary advance in the science of refrigeration and air conditioning—has proven its practicability.

And it is only through forced air circulation and humidity control that a saving of 25 per cent to 35 per cent in refrigeration is possible, and that at the same time even, unvarying temperature, uniform air circulation and proper relative humidity is evenly distributed throughout all levels of refrigerated rooms.

The illustration given here will show how the saving of 25 per cent to 35 per cent in refrigeration is obtained through the latest development in the science of refrigeration and air conditioning:

Assuming that within a refrigerated room where the products have been thoroughly cooled and a constant temperature of 35° F. maintained therein, from 4 p. m. to 11 p. m., then under these conditions, the refrigeration can be cut off, the temperature will be uniformly maintained throughout all parts of the room from 11 p. m. to 6 a. m., seven hours without any perceptible variation.

#### Savings in Refrigeration.

If this saving can be obtained in one room, what would the percentage in re-

frigeration mean to a packer in several of his rooms, to say nothing about his improved products and conditions of his rooms?

All packers should stop and consider the loss they sustain each month in refrigeration, the money they lose on account of slimy products, mold and other deteriorations due to damp rooms, which condition is the natural result of insufficient air circulation and improper refrigeration.

The accumulation of moisture within coolers and refrigerated rooms, and upon products stored therein, is the natural condensation resulting from the slow, sluggish movement of the air under gravity circulation. And this accumulation of moisture not only means inferior keeping qualities of all packinghouse products, but it also proves detrimental to the material of

(Continued on page 44.)

#### DENVER STOCK YARDS SOLD.

The Denver Union Stock Yards have been sold by large packer interests to Bosworth, Chanute & Co., a bond and investment firm of Denver. The property was valued in the sale at \$4,500,000.

A strong local company is being formed to be headed by the yards' present manager, Joseph A. Schoemaker. No change is contemplated in the active management of the yards.

It is understood that Joseph P. Murphv, vice president of the Blaney-Murphy Company, will be a director in the new company, and that Armour and Swift interests will be represented on the board.

The physical properties of the stock yard company to be transferred to the new concern comprise over 100 acres of pen equipment, a modern office building, scale houses, sheep barns, stock show buildings, and general equipment for the handling of live stock.

The disposal of the Denver Union Stock Yards to a company of Denver capitalists marks the passing of another market center from packer control. In the "packers' consent decree" of 1920, entered into between the packers and the Attorney General of the United States, the packers were called upon to dispose of their interests in public stock yards.

These interests have been for sale ever since, but the movement into private hands has been slow. Private capital has shied at stock yards without packer backing.

#### BACON EXPORTS FROM LATVIA.

Exports of bacon from Latvia during the first five months of 1926 compared with the same period of 1925 show a large increase, being almost four times as great, says Carl J. Mayer, American Commercial Attache, Riga, Latvia, in a report to the U. S. Department of Commerce.

During the month of May, 1926, according to the Meat Control Department of Latvia, there were exported 569,706 lbs. of meat, of which amount 569,272 lbs. was bacon, the remainder consisting of hams and sausage. The table below shows the 1926 exports by months compared with those of 1925:

	1926.	1925.
January, lbs. ....	550,319	155,210
February, lbs. ....	413,506	190,667
March, lbs. ....	425,951	87,710
April, lbs. ....	403,076	84,156
May, lbs. ....	569,272	80,170
Total, lbs. ....	2,362,124	597,913

## Your Cooling System

Most hot weather troubles can be traced to faulty refrigeration.

Do you ever have trouble with the refrigerating system in your plant?

Do you know how to take care of your condensers, brine circulation, refrigerating machines?

Is your insulation in good shape?

Cold air leaks cost money. They will eat you up if you don't watch out!

Care of a packinghouse refrigerating system is plainly and simply described in an article on "Refrigeration in the Meat Plant," by a packinghouse master mechanic, printed in a recent issue of THE NATIONAL PROVISIONER.

If you want a copy of the article, cut out this notice and send it with a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

## What the Institute is Doing this Week

### Further Plans for Convention Program and Sectional Meetings President Mayer Talks at Sesqui

#### 1930 MODEL PACKINGHOUSE.

One of the most interesting features of the twenty-first annual convention of the Institute of American Meat Packers will be the figurative construction and operation of the "Model Packing Plant of 1930" at one of the sectional meetings scheduled for Friday and Saturday, October 22 and 23.

"The Model Packing Plant of 1930" will take form at the joint session of the Operating, Engineering and Construction, and Chemical Sections, which will be held on Friday and Saturday. The program for the morning and afternoon sessions on Friday will be as follows:

#### MODEL PACKING PLANT IN 1930.

Morning session.—H. P. Henschien, Henschien & McLaren, Program Chairman; Allen McKenzie, Superintendent, Motive Power Department, Armour and Company, Presiding Chairman.

1. Capacity and Location, L. D. H. Weld, Manager, Commercial Research Department, Swift & Company.

2. Construction of Plant, Design, Arrangement, Lighting and Ventilation, Building Material, Ornamentation, and Surroundings, H. P. Henschien, Henschien & McLaren.

3. Power Plant and Refrigeration, speaker to be announced.

Afternoon session.—H. J. Koenig, Assistant General Superintendent, Armour and Company, Program Chairman; R. F. Eagle, Assistant to the President, Wilson & Company, Presiding Chairman.

1. Beef and Small Stock Division, Equipment and Operation, J. P. Murphy, Vice-President, Blayne-Murphy Co., Denver, Colo.

2. Pork Division, Equipment and Operation, Howard Wilson, Superintendent, Columbus Packing Co., Columbus, O.

3. By-Products Division, Equipment and Operation, R. E. Yocum, General Supt., Branch House Department, Cudahy Packing Company.

The program for the Saturday morning session is virtually complete. It will harmonize with the other sessions and take up matters of great interest to all packers.

#### Other Sectional Meetings.

Instead of a separate meeting for each section, plans have been made to combine several sections into joint sessions, with programs so arranged as to be of general interest. It is believed that, as a result, the attendance at some of the sessions will mount into the hundreds, and that the meetings will assume the nature and atmosphere of a convention session rather than the appearance of a departmental meeting.

The Sales and Advertising and Credits and Collections Sections will meet in joint session on Friday, October 22. There will be morning and afternoon sessions. The program, which is nearly complete, has been arranged to interest everyone who attends.

The meeting of the Purchasing Section will be held on Saturday morning, Oc-



OSCAR G. MAYER  
President of the Institute.

tober 23. The program will be unusually attractive.

#### Other Convention Plans.

The program for the regular convention sessions on Monday, Tuesday and Wednesday, October 25, 26, and 27, is progressing rapidly and will be announced within a short time.

Under the direction of Lester Armour, Chairman of the Committee on Banquet and Entertainment, arrangements are being made for a round of activities that will have a wide appeal.



LESTER ARMOUR  
Chairman Entertainment Committee.

#### PACKER ON AGRICULTURE.

Only through organization can agriculture be adequately synchronized with the economic fluctuations of the nation, according to Oscar G. Mayer, of Chicago, President of the Institute of American Meat Packers, who presided over the afternoon session of the American Congress of Industry at Philadelphia at which Louis J. Taber, Master of the National Grange, spoke on "The Agriculturist." Mr. Mayer said:

"The agricultural problems of the individual farmer are inseparable from the current problems of agriculture in general. A corresponding situation in industry has led to the trade association movement. If industries are organized, there is even more reason why agriculture should be.

"It is a fact, however, that the greater need is accompanied, is even accounted for, by greater difficulties. These include the extremely seasonal nature of agricultural production, the numerosity and relative smallness of the individual units and other distinguishing factors of which I shall not speak here.

"But, if a sympathetic observer may criticize without a breach of taste, there seems to be one difficulty sometimes found in farmers' associative movements which is deplorable.

"I refer to the brief tenure of confidence and leadership sometimes granted to apparently sincere and capable officials. Too often men who have given both devotion and ability to a pioneer movement come under penalties arising from disappointment, dissatisfaction, or even actual distrust.

"Whether this apparent tendency springs from the fact that the farmer has been misled and lied to so frequently as to make him skeptical of any kind of promotive leadership; whether it springs from his inexperience in practical co-operation (as distinguished from political movements); or whether it is a result of sniping from the outside, it is hard to say. But it does seem to be a fact that in some instances farm leaders enjoy a period of leadership that is too brief for the highest effectiveness. In saying this, I speak of no particular movement, no particular present school of agricultural thought; I speak simply as a sincerely sympathetic bystander who believes that farmers should be strongly organized.

"My sympathy with farm organization is not altruistic; it is practical and is based on business reasons. Organization means system; lack of it means lack of system. If the agriculture which underlies our industry is disorderly, the industry itself will have elements of disorder. If it is organized, the industry may find its situation and its trends becoming increasingly orderly.

"From the farmer's viewpoint and from the viewpoint of the disinterested observer, there are other reasons why the farmers should be organized. In that way they can help themselves; and they should help themselves. We should help them also, just as they should help industry with its problems."

The attitude of industry toward farmers and their problems, as it has expressed itself in the last year or so, has not been all that it should be, in Mr. Mayer's opinion. "Industry has been quick to declare what farmer's proposals it is against



—and that is industry's right—but it has also been too slow to declare what proposals it is for," he stated.

"I can understand the attitude of the industrialist who says that he is opposed to the McNary-Haugen bill or any other specific legislation looking toward farm relief, but I cannot understand the industrialist whose attitude is solely one of opposition," the President of the packers' Institute continued.

"If agriculture is asked to interest itself in the economic problems of industry, then industry should feel an equal obligation to interest itself in the economic problems of agriculture. I hope all industrialists will take this view."

In introducing Mr. Taber, Mr. Mayer pointed out that through the development of the packing industry, "the American hog and steer have become as negotiable as a Liberty bond and the farmer has at his command a world market instead of a neighborhood demand."

"The meat packing industry is the product of American brains and energy, built without much precedent from Europe," Mr. Mayer stated at another point and then continued:

"The American packer has rendered a service, in times of war as well as times of peace, which has contributed greatly to the Nation's success. He has built the vast organization and supplied the marvelous and original technique by which the products of a million farms are distributed in fabulous volume over land and sea, through all climates, into every corner of the globe."

"Industrial progress in this country has been made possible by workmen whose central article of diet has been meat."

"The meat packing industry is one of the three largest manufacturing industries in the country. Its daily sales exceed ten million dollars a day in value. Packers pay out daily some seven million dollars for live stock and additional substantial sums for fuel, containers, and other materials."

"The packer buys the live stock in whatever quantity offered, wherever offered, and, what is of the greatest importance to the producer, pays spot cash for it. Then, having paid cash for the live stock, the packer must sell his products largely on a credit basis to the thousands of retailers scattered throughout the country."

"Illustrative of the progressiveness and efficiency of the packing industry is the fact that the principle of moving the material past the operative at controllable rates of speed, now so common throughout industry, was first developed and used in a packinghouse."

"It is the generally accepted belief today that so-called relief for the farmer must come in part through more orderly and efficient distribution of the farmer's products. Nowhere, I believe, can there be found a more direct, orderly, and efficient system of getting products from the producer's farm to the consumer's home than in the case of the live stock and meat industry. The relationship between the packing industry and agriculture is so close, in fact, as to make the packing industry a phase of agriculture."

## Institute Committees

### VII—Committee on Industrial Relations.

[EDITOR'S NOTE.—This is one of a series of sketches of the various standing committees of the Institute of American Meat Packers. These committees have done and are doing excellent work for Institute members, which has played an important part in the progress of the industry as a whole.]

One of the best assets any industrial concern can have is peaceful relations with its employees. And especially is this true of the meat packing industry, with its highly perishable product.

For many years leading packers have been working on the question of industrial relations; and today this industry has probably less labor trouble than any other.

A Committee on Industrial Relations, under the able direction of W. F. Schluderberg, is maintained by the Institute. It has made extensive studies and researches into the employee relationship problem, and has come to be recognized as an authority on the subject.

Besides Mr. Schluderberg, other members of this committee are:

A. H. Carver, vice-chairman, Swift & Company, Chicago; M. F. Dugan, Geo. A. Hormel & Co., Austin, Minn.; H. G. Ellerd, Armour and Company, Chicago; F. Honnell, Wilson & Co., Chicago; Charles O'Hara, Cudahy Bros. Co., Cudahy, Wis.; S. F. Spencer, Henneberry & Co., Arkansas City, Kans.; George C. Voltz, Jacob Dold Pkg. Co., Buffalo, N. Y.; R. E. Yocum, Cudahy Pkg. Co., Chicago.



W. F. SCHLUDERBERG  
Chairman Committee on Industrial Relations.

## PACKERS' REGIONAL MEETINGS.

Important pre-convention regional meetings will be held during the next two weeks in four important packinghouse centers. There will be a meeting in Cleveland on Monday, September 13, for packers in the Michigan, Buffalo, Pittsburgh, Cleveland and Cincinnati regions, and in Philadelphia on Tuesday, September 14, for packers in the Philadelphia, Boston, New York City, Baltimore and Washington regions.

A consolidated meeting will be held at Austin, Minn., on September 21 for packers in the Iowa, Minnesota, Nebraska, and Kansas City regions. On September 23 another consolidated meeting will be held in Louisville, Ky., for packers in the Tennessee, Kentucky, and Southeastern regions.

Officers and staff representatives of the Institute will attend these meetings and discuss the services available from the service departments of the Institute.

## A RED HOT RESEARCH.

Packers operating sausage departments will find valuable information in a report entitled, "The Cause and Prevention of Slims in Frankfurters," which will be issued soon by the Institute to its member companies. The booklet will contain the results of research conducted in the Research Laboratory of the Institute of American Meat Packers, founded by Thomas E. Wilson at the University of Chicago. The work was carried on by Lee F. Roderick, who worked under a fellowship offered through the laboratory, and by Dr. J. F. Norton, Associate Professor of Bacteriology and Hygiene at the University. This is the same study which was commented on several weeks ago by various newspapers throughout the country as a "hot dog" thesis.

## PRIZE IDEA CONTEST.

The Institute's Special Committee on Prize Contest for Ideas, of which H. P. Henschien is chairman, met Friday, September 10, to review and pass on the entries received from employees of member companies of the Institute in the \$1,000 Prize Idea Contest which closed on July 15. Many entries of apparent merit were received. The prizes will be awarded and the names of the winners announced on October 25 at the Institute Convention. The following men are members of the Committee: H. P. Henschien, Chairman; A. W. Cushman, S. C. Frazee, H. J. Koenig, Donald Mackenzie.

How are the various kinds of edible beef offal handled on the killing floor? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

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OTTO V. SCHRENK, President.

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OSCAR H. CILLIS, Sec. and Treas.

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genheim, Guggenheim Bros., Chicago; J. Paul Doid,  
Jacob Doid Packing Co., Buffalo, N. Y.

## Stop! Look! Listen!

The upward trend of the hog mar-  
ket since the first of September, mak-  
ing the average price climb closer and  
closer toward \$12.00, raises this ques-  
tion in the mind of the casual ob-  
server:

**Why are packers buying these hogs  
at higher and higher prices?**

Hogs have passed the high average  
price of August, product prices have  
declined, where they have changed at  
all. In some cases this decline has  
been quite considerable.

Hams have been the most active  
item on the provision list, with fresh  
pork cuts reaching a high level. It  
sometimes looks as though packers  
buy hogs for loins and hams, without  
giving thought as to how the balance  
of the carcass is to be disposed of.

Picnics have been plentiful and  
something of a drug on the market.  
Four or five weeks ago green picnics,  
8/10 average, were put in cure at a  
cost of 15½¢. This same average is  
now retailing at 14½¢ smoked.

There appears to be only one re-  
deeming feature in the picnic situa-  
tion, and this is the fact that a great  
portion of the heavy green picnics are  
being boned out for lean trimmings,  
for which there has been a very good  
demand at a fair profit. However, the  
season is too far advanced to expect  
long-continued support from sausage-  
makers on such trimmings.

One product that has held fairly  
steady is bellies. It seems very appar-  
ent that considerable meat consump-  
tion is running to fresh pork cuts and  
bacon bellies.

Many of the hams cut from heavy  
hogs must be converted to skinned  
hams. The price of these hams has  
declined sharply and demand for them  
appears to be decreasing.

Much of the balance of these hogs  
must go into dry salt meats. The  
market for these meats has been dis-  
appointing, both in volume and sell-  
ing price. The South is the big buyer  
of this class of meats, and up to this  
time this section has been supplied  
through distributive channels in small  
quantities at a full quarter of a cent  
a pound under Chicago quotations on  
straight cars of similar product de-  
livered to the door of the buyer.

The bulk of the hogs are yielding a  
large percentage of lard. This is ac-  
companied by a very poor export  
demand.

Indications are that one price is be-  
ing asked for lard and another is ac-  
cepted, the difference sometimes  
being as much as \$2.00 per 100 kilos  
under asking price. If buying of lard  
does not take effect in large volume  
in the near future, indications are that  
a fair quantity will be carried over  
into the winter months.

No doubt packers need the hogs to  
supply the demand for certain cuts.

However, it is hard to understand  
why they feel called upon to do this  
at tremendous cutting losses to them-  
selves. Prices received for even the  
most expensive cuts cannot be ex-  
pected to carry such large proportions  
of the carcass that sell below or  
barely above cost.

It should be born in mind also that  
loins and fresh pork cuts are at a  
rather dangerous price peak. It not  
infrequently happens that when mar-  
kets advance in leaps and bounds, as  
in this case, the consuming public  
gets discouraged and sharp declines  
follow. Should such a situation be  
realized in fresh pork cuts, there  
would be still less support for the  
cheap cuts.

The hog market must work lower  
if packers are to operate on any sort  
of a conservative basis.

An average monthly price of \$11.55  
for hogs weighing from 272 to 300  
lbs. means that hogs cost more than  
product is worth. The accumulation  
of meat during this period from heavy  
hogs must soon come into competition  
with meat from the new crop hogs,  
and it would not be surprising if buy-  
ers discriminated against the heavy  
rough product in favor of that from  
lighter young hogs.

**Packers would do well to check up  
and see if they are coming anywhere  
near getting cost out of their hogs.  
If not, they should figure how their  
cutting losses are to be absorbed.**

## Meat Statistics Revised

Revised figures of meat production, con-  
sumption and foreign trade in the United  
States for the years 1907-1925, recently  
issued by the U. S. Department of Agri-  
culture show that about two-thirds of  
the meat produced in the United States  
is federally inspected, and that in recent  
years approximately 6,000,000,000 lbs. were  
subject only to state or local inspection  
each year.

Noteworthy recent developments in the  
meat situation have been an increase in  
the beef supply and a decrease in pork  
production. Since 1921 beef supplies have  
risen steadily each year. In 1925 the total  
production of 7,146,000,000 pounds was  
almost exactly 1,000,000,000 pounds larger  
than the total for 1921.

The enormous pork production in 1923  
and in 1924 fell off more than 1,000,000,000  
pounds in 1925, which means that upward  
of 10,000,000 fewer hogs were slaughtered  
in that year than in either 1923 or 1924.

This new revised compilation contains  
figures of much interest to packers. Some  
changes are made in the production of  
beef, lamb and veal in the past four years,  
and in pork since 1907. These revisions  
reduce the annual per capita consumption  
of meat in the various years from 6½ to  
13 pounds.

# PRACTICAL POINTS FOR THE TRADE

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## Making Neatsfoot Oil

### How to Get Your Money Out of Bones and Cattle Feet

A small Western packer wants to know how to make neatsfoot oil. He has been selling bones and feet to collectors at a low price, and he is trying to figure if it will pay him to make neatsfoot oil instead. He says:

Editor The National Provisioner:

I would like to know how to make neatsfoot oil. We have been selling our bones and cattle feet to local collectors and have realized very little on them, and we notice from quotations in THE NATIONAL PROVISIONER that neatsfoot oil sells at a good price. Can you give us the method of handling in the manufacture of this product?

Neatsfoot oil is probably of more interest to the small packer than other classes of inedible oils. It is one of the valuable by-products of cattle slaughter, provided the volume of raw product is sufficient to make it worth while.

Making neatsfoot oil should not be undertaken carelessly, however, otherwise the product will not be salable.

In order to obtain satisfactory results in the manufacture of neatsfoot oil, it is essential that all equipment be kept thoroughly clean. Too much care cannot be taken in this respect, as untidy equipment will result in a high percentage of free fatty acids, which is undesirable. The same applies to product going to the cooking vats. Neatsfoot oil, properly handled, should not analyze over four-tenths of one per cent fat.

Operating directions are as follows:

**Sawing.**—When feet are received from the killing room, both front and back sinews are removed. Knee, knuckle and foot are then sawed off. Shin bones are to be sawed so as to leave a small opening at each end to allow the oil to cook out. The bone saw must be sharp and run at a sufficient speed to allow rapid and clean sawing. A dull saw will result in ragged or chipped ends of shin bones, which is objectionable.

**Handling and Cooking of Feet.**—The feet are put into a vat of water the temperature of which is 150 degs. F. and allowed to remain for a period of 15 to 20 minutes. Hoofs should then "slug" easily, and are removed. Feet are then accumulated in the cooking vat filled with cold water. When ready for cooking, the soak water is drawn off from the vat and fresh water added, until the contents are completely covered. The feet are then cooked for a period of 10 to 12 hours at a temperature of 200 degs. F.

**Handling and Cooking of Shin Bones.**—Shin bones are accumulated in vats of cold water. Before cooking, the soak water is drawn off, and fresh water added.

Plants having sufficient volume will cook round shins and flat shins separately. Cook round shins from 4½ to 5 hours at a temperature of 180 degs. F.; flat shins, 5 to 5½ hours at 180 degs. F.

Plants not having sufficient volume to

handle in this manner will cook flat and round shins together at a temperature of 180 degs. F. for from 5 to 5½ hours.

**Skimming.**—Cooking vats must have from 3 to 4 hours to settle before skimming, to allow all fat to come to the surface. It is then skimmed from the vat, care being taken to get the smallest possible amount of water with skimmings. Next it is transferred to the cooking kettle, after being strained through heavy drilling to catch floaters skimmed off with the oil.

**Cooking Kettles.**—While it is customary to use pressure kettles for removing moisture from neatsfoot oil, satisfactory results may be obtained by cooking in open kettles heated by steam coils. Steam coils should lie flat in the kettle, about one inch from the bottom, and if possible be constructed of one piece, having all joints or unions on the outside of the kettle, which will eliminate danger of adding moisture to the oil in case of leaking joints in the coil.

The fat should be settled from 4 to 5 hours in cooking kettle and settlings drawn off. Steam is then turned on the coil and the fat is boiled from 5 to 6 hours, until thoroughly free from moisture. This is determined by drawing a sample in a glass bottle or test tube and examining for cloudiness. Fat that is free from moisture will be bright and transparent, showing no sign of cloudiness.

**Tiering.**—The fat is then transferred to the storage tank and, when sufficiently

cooled, strained through flannel bags into barrels or tierces.

**Pressing.**—This is known as pure neatsfoot stock, which is used for the production of pure neatsfoot oil. It is "grained" at a temperature of about 34 degs. F. for two weeks to separate the oil from the stearine, as the latter will harden at this temperature and the oil remain liquid. The remaining stearine is then placed in bags and pressed to recover additional oil. This pressing must be done at a temperature of 34 degs. F.

The first pressing yields what is known as "export pure neatsfoot oil." This is the finest grade obtainable, its clouding point being 16 to 18 degs. F., and the free fatty acids usually run well under 1 per cent.

The stearine from this first pressing is usually grained again and pressed, the oil from this second pressing being known as "domestic pure neatsfoot oil." The clouding point of this grade of oil is about 26 to 28 degs. F.

All equipment should be cleaned thoroughly after each batch of neatsfoot oil is handled. The settlings and bottoms left in the kettles and containers can be rehandled with the next batch of bones cooked.

## Curing Formulas

A Northern packer just starting into the business of curing wants to know the proper cures for corn beef, sweet pickle meat, and dry cure meats. He says:

Editor The National Provisioner:

Will you please tell me the proper cures for corn beef, S. P. meats, and dry cure meats? We have been slaughtering hogs for some time but have never cured meat, all of the product being sold green.

We want to do some curing now and would like to know the necessary curing ingredients.

The formula for brine to be used for corn beef is as follows:

100 gal. water,  
200 lbs. salt,  
15 lbs. sugar,  
5 lbs. 4 oz. saltpeter or nitrate of soda.  
The strength of this pickle should be 78 degs.

Formula for sweet pickled pork:

100 gal. water,  
175 lbs. salt,  
15 lbs. sugar,  
5 lbs. 4 oz. saltpeter or nitrate of soda.  
Strength of pickle to be 78 degs.

The dry ingredients to be used in making dry cured bellies are:

100 lbs. meat,  
3 lbs. salt,  
1 lb. 4 oz. sugar,  
4 oz. saltpeter or nitrate of soda.

Reprints of instructions for "Curing S. P. Meats" and "Fancy Dry Cured Bacon and Ham" can be secured by subscribers by sending a 2c stamp for each to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

How should the hog "sticker" work to avoid damage to shoulder meats? Ask The Blue Book, the "Packer's Encyclopedia."

## Tallows and Greases

How about your tallows and greases?

Are you turning out the maximum quantity of high grade material, or is too large a proportion going into lower grades? The difference between high grade and lower grade tallows and greases is sometimes due to carelessness or ignorance.

Directions for making white or brown greases, oleo oil, tank oil, mutton oil, etc., have been prepared by THE NATIONAL PROVISIONER. They are reprinted in handy leaflet form, and may be had by subscribers by sending in the coupon below, together with a 2c stamp.

The National Provisioner,

Old Colony Bldg., Chicago, Ill.:

Please send me reprint on Tallows and Greases.

Name .....

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Enclosed find 2 cent stamp.



## Making Fresh Pork Sausage

An Eastern sausage maker is getting ready for fall business and wants to know how to make the very best fresh pork sausage. He has had some trouble in the past, but wants to start right this fall and make a quality product. He says:

Editor The National Provisioner:

In the past we have always experienced trouble in making fresh pork cup sausage. We want to start right this fall and ask that you suggest the best method of making cup sausage.

The trouble we have been experiencing has been spoilage and discoloration, due to heating. We have taken strictly fresh trimmings, properly chilled them, and even after the meat has been ground, spread this out for further chilling. Despite these precautions the sausage would not hold up satisfactorily in the cups.

We have also experimented with a slight cure, but this does not suit the trade so well, for the reason that the curing agent is noticeable in the taste, and also the meat when cooked turns red.

We feel that there is just some little trick we are missing, and hope that you may put us on the right track.

This inquirer is preparing to manufacture a high-grade fresh pork sausage in the near future, and wants to avoid difficulty he has had in the past with the sausage being discolored and spoiling.

The opening of the fresh pork sausage season should depend in large measure on climatic conditions. As long as the weather is warm and the keeping quality of a highly perishable product is menaced, there is always danger of loss in the manufacture of fresh pork sausage.

When such manufacture is begun too early in the season there is the danger of the sausage manufacturer establishing a reputation for himself on unsatisfactory product that is most difficult to overcome for the balance of the season.

This particular inquirer has been having trouble due to heating. He uses strictly fresh trimmings, properly chilled, and after the meat has been ground he spreads it out for further chilling.

Spreading the meat out after grinding is probably more detrimental than beneficial to the product, as the air penetrates all through the meat and causes discoloration. On the other hand, if it were immediately processed and the proper amount of seasoning added, the meats would show more resistance to discoloration.

Strictly fresh trimmings must be used for a high-grade pork sausage, and after the sausage is manufactured the product should be kept moving without any delay, while in a strictly fresh condition.

Recipe and methods of handling a fancy all-pork sausage appeared in an earlier issue of THE NATIONAL PROVISIONER. Copy can be secured by subscribers by sending a 2c stamp with request to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, Ill.

### FIRE INSURANCE POLICIES.

Business men are urged to examine carefully the provisions and clauses of their fire insurance contracts so that they will be thoroughly familiar with the conditions specified in them. This warning is given in a bulletin issued by the Insurance Department of the Chamber of Commerce of the United States.

The bulletin makes the point that as a general rule the business man buys a fire insurance policy and tucks it away without even taking the trouble to read it. "Safe

in the belief that he is properly insured," the bulletin continues, "he pays no more attention to his policy until the time comes for renewal. In the event there is a fire he may realize to his financial loss that one or more of the conditions required by law to be set forth in his fire insurance contract have not been fulfilled by him. This policyholder may have unintentionally committed some act which rendered the policy void, fully believed that he was protected against certain fire losses which are specifically excluded, or as a result of increasing values, been under-insured. In order to avoid these contingencies the business man should read his policy and understand the broad principles underlying it."

The bulletin explains in detail the meaning of the various clauses in the standard fire insurance policy. It points out that instead of paying for only the loss or damage sustained by fire, the insurance company may exercise the right given to it in the policy to take all or any part of the insured articles at agreed or appraised values. The company also has the option of repairing, rebuilding or replacing the property damaged with other of like kind and quality. This option, however, is not ordinarily exercised. Abandonment of property to the insurance company is specifically prohibited by the fire insurance contract.

Policyholders also are urged to keep an accurate inventory of all insured property. In this connection the bulletin states:

"It is impossible to describe in detail every item covered by a fire insurance policy. It is desirable that the insured prepare and maintain for his own information an accurate inventory of everything contained within the insured property, together with its value. This serves two purposes. It will enable a close check to be kept on the value of the property and thus furnish a guide for increasing or decreasing the amount of insurance. In addition this inventory is very important in case of fire since it tends to assure the inclusion of every item in the statement

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

### TRADE MARK APPLICATIONS.

**Kosher Star Sausage Mfg. Co., Chicago.** For meats and meat products, including various "ready-to-serve" meats. Trade



Mark consists of the Jewish star containing the drawing of a bull's head, over which appears the word "Kosher" in Hebrew. Application serial No. 177,383. Claims use since Oct. 7, 1919.

**Francis Argento, New York City.** For edible vegetable fats and oils, etc. Trade Mark: ADRIATICA. Application serial No. 231,841. Claims use since January, 1920.

**Otto C. Hagemann, New York City.** For bouillon extracts. Trade Mark: EX. Application serial No. 233,121. Claims use since about June 1, 1926.

of claim and aids in proving the amount of loss. An inventory of property should be so located that a fire destroying the property cannot also destroy it."

Attention is directed to the fact that it is the interest of the insured which is covered in the fire insurance contract and not the property itself. Thus the contract is a personal one and cannot follow the property unless the insurance company gives its assent. It is a fundamental principle of fire insurance that the policyholder must have an insurable interest in the property as otherwise the policy would be a gambling contract and therefore illegal. Unless the policyholder is the unconditional and sole owner, the policy requires that the type of interest which he has in the property be specifically stated so the company may know definitely what is being covered. The test of an insurable interest is whether an injury to the property will cause an actual loss to the insured. Thus a mortgagee has an insurable interest.

The bulletin advises policyholders to report immediately to the insurance company any changes which might have an effect upon the fire hazards of the property. If there were no limitations in the contract the company might be burdened with a risk which it would not have assumed in the first place and could not afford to carry out the premium named. It would obviously be unfair to other policyholders, the bulletin adds, were the company in effect to discriminate in favor of any particular policyholder by carrying such increased hazards without advanced knowledge and adequate compensation.

In conclusion, the bulletin says: "As the contract must necessarily be based upon the strictest good faith, it is provided that the entire policy is voided if the insured has concealed or misrepresented any material fact or circumstance concerning the insurance of the subject of it, or in case of any fraud or false swearing touching any matter relating to the insurance or the subject thereof whether before or after a loss."

## Figuring Sausage Costs

Are you making money on your frankfurts?

Do you make frequent tests to find out whether your frankfurts are showing a profit or a loss?

Cost of materials is likely to change over night, and will cause a lot of trouble if you don't know at all times just what it costs you to make them.

THE NATIONAL PROVISIONER'S revised Sausage Test Card will help you in your figuring. Fill out the coupon below and send it in for a supply of these forms.

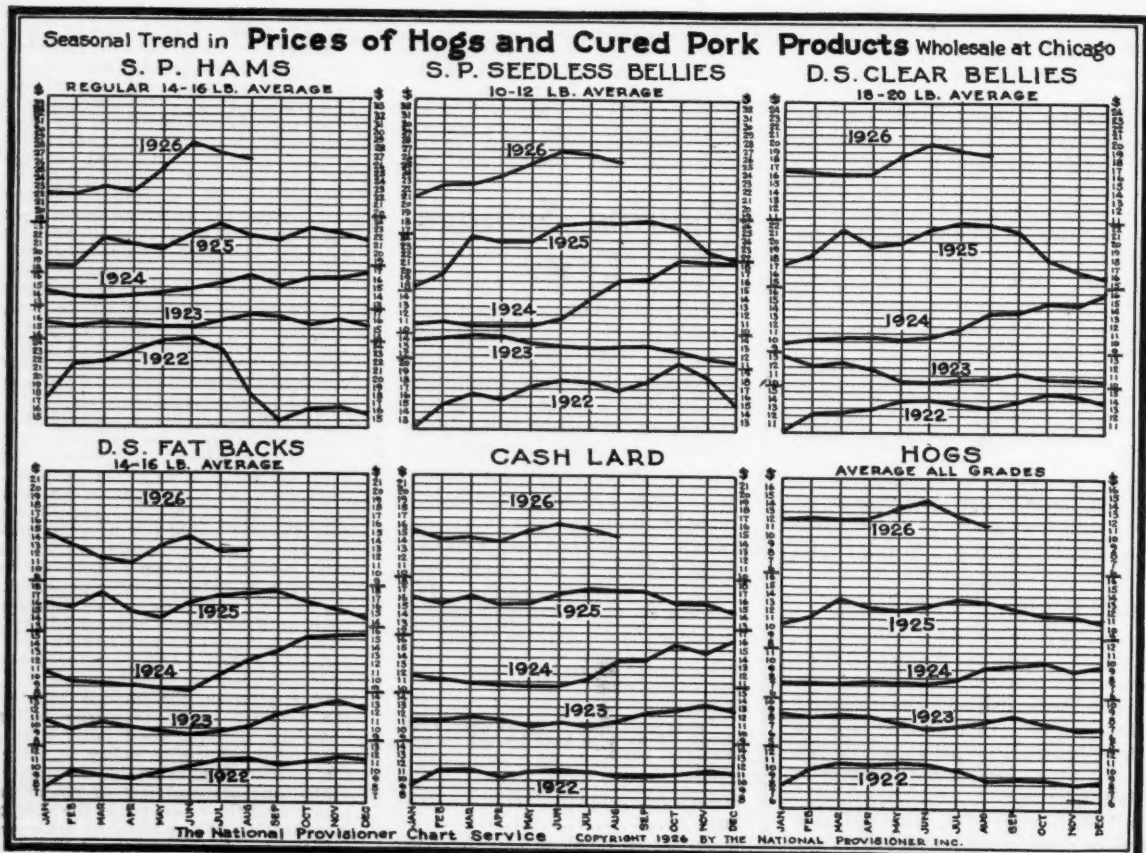
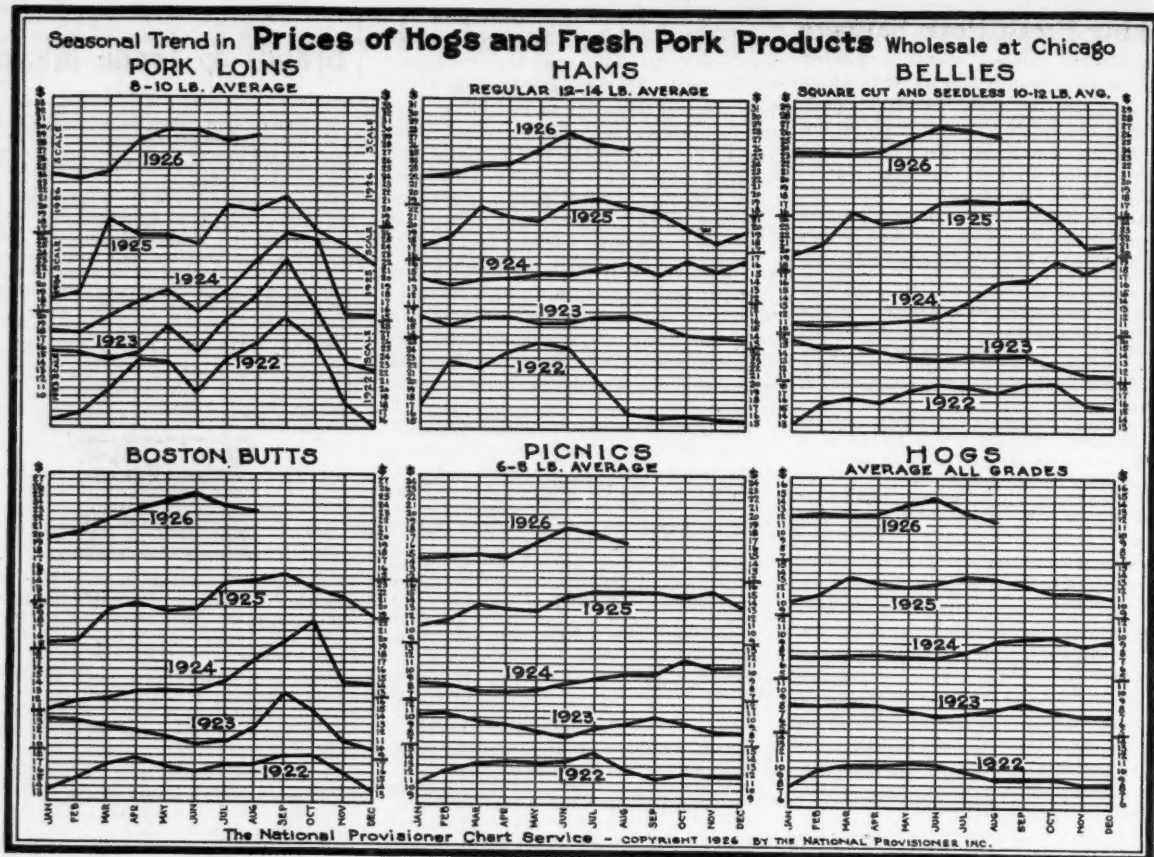
The National Provisioner,  
Old Colony Bldg.,  
Chicago.

Please send me.....Sausage Test Cards. I want to keep posted on my frankfurt costs.

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City .....

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Comment on these two charts will be found on the opposite page.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### New Low Records—Continued Liquidation—Support Lacking—Hog Movement Fair.

The provision market has been under further pressure, breaking with persistent liquidation to new low levels and meeting but little support at the decline. There has been some rally from the extreme low but offerings were rather liberal even at the low level.

The decline from the high point has been so radical that it is attracting widespread interest. The break in lard has been persistent and this weakness has extended into meats, while hogs have been surprisingly steady.

### Hog Receipts Somewhat Smaller.

The receipts of hogs for the past week were 394,000 against 400,000 last year at western points, with the total since March 1 at the leading points 12,916,000 against 13,306,000 last year. The average price of hogs for the past week was \$11.65 compared with \$11.50 the previous week and \$12.00 last year. The action of the hog market has not responded to the action of the futures market.

The packing at Chicago since March 1 has been 2,610,000 against 2,668,000 last year. The packing this year has been the smallest for the summer season to date for this period for a number of years. The extra weights of the hogs this year, particularly the past few months, has been a very decided factor in the resulting product and has made up for a great deal more than the apparent shortage.

The packing for the past week was 420,000 against 440,000 the previous week at all western points and for the summer season to date 15,681,000 against 14,683,000 last year. The fact that the packing at outside points has increased while Chicago has decreased is one of the factors which has made for a largely increased output when the extra weights are taken in connection with the packing.

This increase of 1,000,000 hogs in the packing is equivalent to approximately 175,000,000 lbs. of additional product plus the gains in weights of 10 to 12 pounds in the recent averages.

### Export Movement Small.

This increase in product has not been absorbed by any increase in exports. The export movement is comparatively small

and distinctly disappointing. There is, however, some expression of confidence among eastern exporters that there may be a gain in demand at the present level of prices.

Ideas are conflicting as to what are to be the corn crop results this year and the feeding conditions. Some of the experts are predicting that the crop may be as large as last year if frost holds off until the usual date. The amount of rainfall in the corn states has been very large and the corn in many sections is reported as green as it should be in early August.

Owing to the influence of the rains, growth has been quite excellent, but warm, dry weather is needed now to mature and ripen the crop. The rains have had the effect of damaging a lot of small grain and in many sections oats have been quite seriously injured. The effect on the feeding crop has been excellent however, and pasturage conditions and late hay are very promising.

### Lard Stocks Still High.

The monthly stock of products at the leading points did not show as decided changes as had been feared. There were some gains and the present stock of lard is distinctly more than last year. The fact that stocks are large and even with the present level of prices the product is not going into distribution rapidly is possibly one of the factors which has made for the recent weakness in lard.

The situation is considerably complicated by the question of the amount of cottonseed that will be available in the next two months. The cotton report issued in the middle of this week showed that the ginnings had been 694,000 bales against 1,886,000 bales last year and this means that the amount of seed which will be available for early crushing will be comparatively moderate. Delay in the crushing means for considerable scarcity in the early supplies of oil and may throw more or less demand for fats onto lard in the place of oil. This phase of the situation was brought forcibly to the front in the cotton crop report of this week.

### Where Pork Exports Went.

The official report of the exports of hog products for the past 12 months shows very interesting figures. Of the exports of hams and shoulders of 208,445,000 lbs.; 180,610,000 were to the United Kingdom with Cuba next with 10,552,000.

In bacon of exports of 165,229,000 lbs. the United Kingdom took 86,557,000 and Cuba 22,084,000; Germany coming third with 14,042,000. In pickled pork the exports were 29,125,000 of which 7,889,000 went to Canada and 5,934,000 to Cuba.

The distribution of lard was more extensive. Of the exports of 695,445,000 lbs. 218,445,000 were to the United Kingdom; 208,541,000 to Germany; 77,376,000 to Cuba and 48,810,000 to Mexico the balance being distributed in smaller amounts.

### German Fat Production Higher.

The fact that the United Kingdom was the largest customer in lard exceeding Germany, was regarded as indicating a remarkable come-back in the fat production in Germany. The neutral lard exports were 20,131,000 lbs. for which Germany was the largest single customer, taking 5,518,000 and of the exports of compound of lard 14,957,000, Cuba was the largest customer with 7,690,000.

The comparative figures of the 1st of the month stocks of product at the leading points showed a total of 103,400,000 lbs. of lard against 98,500,000 lbs. the previous month and 68,600,000 last year. The total stocks of meats of 243,023,000 lbs. showed an increase in round figures of 7,000,000 over the previous month but a decrease of 7,000,000 compared with last year.

PORK—The market was quiet and steady with mess New York \$37.50; family, \$40; and fat backs, \$30.50@32.50.

At Chicago mess pork was quotable at \$32.

LARD—Demand rather quiet both domestic and export and the market barely steady with prime western New York \$15.20@15.30; middle western, \$15.10@15.20; city, 14½¢; refined continued, 15¼¢; South America, 16¼¢; Brazil kegs, 17¼¢; and compound 14½¢@14¾¢.

At Chicago regular lard in round lots was quoted at September price, loose lard 75c under Sept. and leaf lard 127½ under September.

BEEF—The market was steady but demand was quiet with mess New York \$18 @20; packet, \$18@20; family, \$22@23; extra India mess \$34@35; No. 1 canned corned beef, \$3; No. 2, \$8.25; 6 lbs., \$18.50; and pickled tongues, \$55@60 nominal.

SEE PAGE 39 FOR LATER MARKETS.

## Trend of Fresh and Cured Pork Product Trade in August

The charts on the opposite page are a part of THE NATIONAL PROVISIONER DAILY MARKET SERVICE series, and show the trends at Chicago of prices of fresh and cured pork products and of live hogs during the month of August and from the beginning of the year. Comparisons of trends for the four years previous are also shown.

Practically all products, both green and cured, showed a price decline during August. This decline in the case of some products began in June, with the beginning of the decline in the live hog market.

### Fresh Pork Products.

**Pork Loins.**—Fresh pork loins was one of the two products showing a slightly upward trend during August. In July there was a decline from the high June level, and this was partly regained in the month just ended. A firm market prevailed on fresh loins, with a good movement on the frozen product. Light loins were scarce, and

this resulted in a strong demand for the medium averages. Heavy loins for boning purposes were active.

**Regular Hams.**—Light green hams ruled a shade lower on moderate demand and limited supply. The volume of export business was very light during August, but domestic demand was sufficient to keep stocks at a low working point. Heavy hams have been more active than the lighter averages, due to the extreme light supplies of S. P. boiling hams.

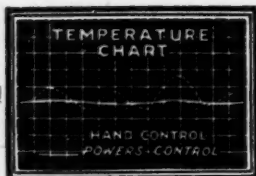
**Bellies.**—Green seedless bellies continued to decline slightly during the month, but toward the close showed

strength and regained much of the loss. The general demand was active, and the month ended with an upward trend in selling prices.

**Boston Butts.**—This product continued the July decline, although up to that time prices had been upward. While prices were lower during most of August, there was an active demand and prices strengthened.

**Picnics.**—During May and June picnic prices rose steadily in keeping with ham prices. July saw a price decline, which became even more marked in August. Demand was poor and offerings plentiful.





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#### Cured Meats.

**S. P. Regular Hams.**—The light and medium averages were moderately active during the past month. Domestic demand was fair. The light put-down had a sustaining influence on prices, although they declined to some extent. Throughout the month demand was active for heavy averages boiling age.

**S. P. Bellies.**—This product continued the slight decline begun in July, due to an easier tone imparted by increased hog runs. Demand appeared to be generally good at the reduced prices. The first six months of the year witnessed a continuous rise in the price level of S. P. bellies.

**D. S. Bellies.**—After ruling steady for the first four months of the year, dry salt bellies took a steady price climb through May and June, which declined somewhat in July and August. The decline in August is apparently due to a fairly substantial increase in stocks. Trade in the product was rather disappointing during most of the month. Considerable activity took place about the third week, but prices were later affected by September liquidation.

**D. S. Fat Backs.**—This product has traveled a rather rocky road throughout the year, being adversely influenced by lard prices. However, during August it ruled steady to strong and prices showed a slight average upward trend. There was an active demand and a general scarcity of offerings of the heavier averages. A fairly good volume of export business

prevailed, and there was some speculative buying.

**Lard.**—Lard has ruled low throughout the year in comparison with hog prices. During August domestic demand was not very strong. Continental trade was not up to expectations, but shipments to Cuba and Porto Rico showed some improvement. The liberal hog runs during the month and the high average weights resulted in a considerable increase in lard stocks during the month, which is somewhat unusual at this season of the year. The annual large export demand has not yet been filled.

**Hogs.**—Live hog prices continued

## The Trading Authority

Market prices based on actual transactions, and unbiased reports on the condition of the markets, are given each day by THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE.

Market prices and transactions on provisions, lard, sausage meats, tallows, greases, etc., at Chicago are given, together with Board of Trade prices, hog market information, etc. Export markets also are covered.

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their decline in August, due in large measure to the uneven quality and the large number of heavy packing hogs at all markets. Record average weights were made at some markets during the month, and there was a wide spread in price between light and heavy hogs. However, the large percentage of the latter in the runs pulled the average price down more than \$1.00 below that of July.

Hog runs have continued surprisingly heavy at some markets during a period when a let-up had been expected. The large number of sows marketed indicates either a sharp decrease in breeding stock, or that a considerably larger number of pigs were farrowed last spring than were recorded. With present good corn crop prospects, it hardly seems likely that a material cut would be made in breeding stock.

#### EUROPEAN PROVISION CABLES.

The market at Hamburg shows no change from last week, the demand being poor for all products, while stocks are given as medium, says E. C. Squire, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. The approximate receipts of lard were 1,600 metric tons, an increase over preceding week of 200 tons.

Arrivals of pigs at the 20 most important German markets for the week amounted to 70,000 compared with 66,000 last year, at a top Berlin price for the week of 18.60 cents per pound, compared with 19.90 cents per pound for the same week last year.

The Rotterdam market continues firm, with stocks light to medium, while at Antwerp some stocks are light to exhausted.

The Liverpool market remains quiet for the week, the total for the week of pigs bought alive and in carcass for bacon curing in Ireland being 20,000, compared with 19,000 for the same week last year.

Danish slaughterings of pigs were estimated at from 66,000 to 67,000.

Stocks in Liverpool on September 1, were as follows: Bacon, 4,524 boxes; hams, 1,726 boxes; prime steam lard, 1,750 tierces; refined lard, 4,060 tons.

Hamburg.		Cents per lb.	
STOCKS DEMAND		PRICES	
Refined lard	Med. Poor	@16.33	
Fat backs	Med. Poor	@16.24	
Frozen livers	Med. Poor	@12.82@12.72	
Extra oleo oil	Med. Poor	@11.91	
Extra oleo stock	Med. Poor	@11.91	
Rotterdam.			
Ex. neutral lard	Lt. Good	@18.02	
Extra oleo oil	Med. Good	@12.74	
Prime oleo oil	Med. Avg.	@11.83	
Extra oleo stock	Lt. Poor	@12.01	
Fat backs	Med. Good	@10.42	
Refined lard	Lt. Poor	@10.19	
Extra premier jus.	Hvy. Avg.	@10.19	
Prime premier jus.	Hvy. Good	@10.19	
Antwerp.			
Refined lard	Lt. Poor	16.50@17.47	
Plenics	Lt. Poor		
Fatbacks	Lt. Avg.		
Liverpool.			
Hams, AC, light	Lt. Avg.	39.38@30.81	
Hams, AC, heavy	Lt. Avg.	29.96@30.38	
Hams, long cut	Lt. Avg.	31.25@32.12	
Plenics	Lt. Avg.	19.96@21.26	
Square shoulders	Lt. Avg.	20.83@21.27	
Cumberland, light	Lt. Avg.	24.55@25.39	
Cumberland, heavy	Lt. Avg.	24.55@25.39	
American Wiltshires	Lt. Avg.	22.57@23.00	
Clear bellies	Lt. Avg.	24.95@25.61	
Ref. lard in boxes	Lt. Poor	16.00@16.81	

# PATERSON PARCHMENT PAPER CO.

## PASSAIC, NEW JERSEY



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market the past week has been fairly active and firm, leading soapmakers taking the surplus off the market and absorbing considerable extra on a basis of  $8\frac{1}{4}\%$  New York. Offerings were lighter and the undertone better as a result, but there was no disposition to follow the upturn.

In some quarters producers were asking  $\frac{1}{8}\%$  more and undoubtedly the producer is in a fairly well sold up position and able to await developments.

At New York special quoted at  $8\frac{1}{2}\%$ ; extra at  $8\frac{1}{2}\%$  and edible at  $10\frac{1}{4}\%$ .

At Chicago the market was quiet but steady with edible quoted at  $9\frac{1}{2}\%$ ; fancy at  $9\%$ ; prime packer at  $8\frac{3}{4}\%$ ; and No. 1 at  $8\frac{1}{2}\%$ .

There was no auction at London on Wednesday, September 8th. At Liverpool the market was quiet and unchanged with prime quoted at 45s 3d and good mixed at 43s 9d.

**STEARINE**—The market was somewhat stronger due to better demand with sales of oleo New York as high as  $12\frac{1}{2}\%$  with the market quoted at 13c asked.

At Chicago the market was quiet and steady with oleo quoted at  $12\frac{1}{2}\%$  at  $12\frac{1}{2}\%$ .

**OLEO OIL**—The market was steady but demand was rather slow, particularly for export with extra New York quoted at  $12\frac{1}{4}\%$ ; medium at  $11\frac{1}{2}\%$  and medium at  $10\frac{3}{4}\%$ . At Chicago the market was steady with extra quoted at  $11\frac{1}{4}\%$ .

SEE PAGE 39 FOR LATER MARKETS.

**LARD OIL**—The market was somewhat steadier with a better inquiry in evidence, but heaviness in pure lard tended to check consumers demand. At N. Y. edible quoted at 17c; extra winter,  $12\frac{3}{4}\%$ ; extra,  $12\frac{1}{2}\%$ ; extra No. 1,  $11\frac{3}{4}\%$ ; No. 1,  $11\frac{1}{2}\%$ ; No. 2,  $11\frac{1}{4}\%$ .

**NEATSFOOT OIL**—With a firmer market in raw materials the market was steadier but demand more or less routine with pure quoted at  $15\frac{3}{4}\%$ ; extra,  $11\frac{3}{4}\%$ ; No. 1,  $11\frac{1}{2}\%$ ; and cold test at  $18\frac{3}{4}\%$  New York.

**GREASES**—This market continues in a rather firm position even though consumers demand continues moderate and more or less hand-to-mouth in character. At the same time there was a lack of pressure of offerings and with the steadiness in competitive greases the market showed an extremely steady undertone.

At New York house was quoted at 8c; yellow,  $8\frac{1}{4}\%$ ; A white,  $8\frac{3}{4}\%$  at  $8\frac{1}{2}\%$ ; B white,  $8\frac{1}{2}\%$ ; and choice white at  $9\frac{1}{2}\%$  at  $10\%$ .

At Chicago the market was quiet but very steady with demand fair with choice white quoted at  $9\frac{1}{4}\%$ ; A white,  $8\frac{3}{4}\%$  at  $8\frac{1}{2}\%$ ; B white, 8c; yellow,  $7\frac{1}{4}\%$  at  $7\frac{1}{2}\%$ ; and brown, 7c.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Sept. 4, 1926, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef.....	246	
Canada—Calf carcasses.....	249	
Canada—Lamb carcasses.....	50	
Canada—Smoked meat.....	5,036 lbs.	
Canada—Pork loins.....	7,564 lbs.	
Canada—Calf livers.....	522 lbs.	
Canada—Ox tongues.....	5,194 lbs.	
Germany—Loose sausage.....	220 lbs.	
Germany—Smoked ham.....	1,402 lbs.	
Germany—Cooked hams in tins.....	2,137 lbs.	
Germany—Sausage in tins.....	19,071 lbs.	
Spain—Loose sausage.....	370 lbs.	
Switzerland—Bouillon cubes.....	586 lbs.	
Italy—Sausage.....	30,798 lbs.	
Argentina—Canned corned beef.....	36,000 lbs.	
Argentina—Frozen pork cuts.....	20,506 lbs.	
Argentina—Meat extract in jars.....	14,428 lbs.	

### Packinghouse By-Products

Chicago, Sept. 9, 1926.

#### Blood.

All price changes tended downward, outlet being unusually narrow for this time of the year.

	Unit ammonia.
Ground.....	\$3.85@4.00
Crushed and unground.....	3.65@3.75

#### Digester Hog Tankage Materials.

Prices advanced 25c per unit ammonia. Bulk of 8% to 13% productions brought  $\$4.15@4.65$ , with 12% ground up to  $\$5.00$ . Liquid stick contract made  $\$3.35$  delivered, drums included in price.

	Unit ammonia.
Ground, 6 to 12% ammonia.....	\$4.25@5.00
Unground, 11 to 13% ammonia.....	4.40@4.65
Unground, 6 to 10% ammonia.....	4.00@4.30
Liquid stick, 8 to 12% ammonia.....	3.25@3.35

#### Fertilizer Materials.

For the first time in many weeks, prices worked higher, being mostly  $15@25\%$  per unit above the recent low time.

	Unit ammonia.
High grade, ground, 10-11% ammonia.....	\$3.25@3.50
Lower grade, ground, 9-9% ammonia.....	3.00@3.15
Medium to high grade, unground.....	2.85@3.15
Lower grade and renderers', unground.....	2.60@2.75
Bone tankage, unground.....	2.75@3.00
Hoof meal.....	3.25@3.50
Grinding hoois, per ton.....	36.00@38.00

#### Bone Meals.

Buyers continue to mark time, in the hopes that prices will show a recession later on.

	Per Ton.
Raw bone meal.....	\$32.00@46.00
Steam, ground.....	27.00@36.00
Steam, unground.....	25.00@30.00

#### Cracklings.

All price changes tended downward, due to the narrowing of the outlet for the finished goods.

	Per Ton.
Pork, according to grease and quality.....	\$75.00@90.00
Beef, according to grease and quality.....	50.00@70.00

#### Horns, Bones and Hoofs.

Demand continues active at the following quotations, in mixed carload lots:

	Per Ton.
Horns.....	\$75.00@200.00
Boned shin bones.....	45.00@48.00
Flat shin bones.....	42.00@45.00
Thigh, blade and buttock bones.....	40.00@45.00
Hoofs.....	36.00@38.00

(NOTE—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Gelatine and Glue Stocks.

Market continues quiet and prices held steady.

	Per Ton.
Kip and calf stock.....	\$30.00@35.50
Rejected manufacturing bones.....	41.00@45.00
Horn piths.....	35.00@36.00
Cattle jaws, skulls and knuckles.....	35.00@36.00
Sinews, pizzles and hide trimmings.....	21.00@22.00

#### Animal Hair.

Prices fell to the lowest level for some time, with buyers assuming a very indifferent attitude. A number of coil dried contracts were closed at  $\$75$  to  $\$80$  per ton delivered for Winter and  $\$62.50$  to  $\$65.00$  for Summer delivered. Sellers and buyers were anywhere from 2c to 3c lb. apart in their views on processed.

	Per Pound.
Coil and field dried.....	2 1/2 @ 3 1/2
Processed grey.....	5 @ 9
Black dyed.....	6 @ 10
Cattle switches, each.....	3 1/2 @ 4 1/2

#### Pig Skins.

Market was quiet and trend of prices lower.

	Per Pound.
Tanner grades.....	6 @ 7
Edible grades, unasorted.....	4 1/2 @ 4 1/2

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Sept. 8, 1926.—Only a limited amount of business is being done in this market at present in fertilizer materials, as there is quite a difference between buyers' and sellers' views in many materials.

Ground tankage is being offered at lower prices which still fail to attract buyers, as they do not seem to require tankage for some time to come. There is some demand for feeding tankage, with but few offerings.

Acid fish scrap is lower at North Carolina points, as stocks on hand are somewhat larger.

South American ground blood sold for Nov.-Dec. shipment at  $\$4.00$  c. i. f. Atlantic ports, and ground tankage at  $\$4.60$  &  $10\%$  c. i. f. Pacific ports for Oct. shipment.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, Sept. 1, to Sept. 8, 7,324,483 lbs.; tallow, none; greases, 1,258,000 lbs.; stearine, 3,600 lbs.

### JUNE BY-PRODUCTS YIELDS.

The estimated average yield and production of animal by-products from slaughter under Federal inspection for the month of June, 1926, with comparisons, are compiled and reported by the U. S. Department of Agriculture as follows:

Class	Average weight per animal.		Per cent of live weight		Production					Per cent June, 1926, is of average.
	June 1, 1925, to May 31, 1926.	June, 1926.	June 1, 1925, to May 31, 1926.	June, 1926.	June 1, 1925, to May 31, 1926.	June average 1921-1925	June, 1925.	June, 1926.		
	Lbs.	Lbs.	Pct.	Pct.	1,000 lbs.	1,000 lbs.	1,000 lbs.	1,000 lbs.	Pct.	
Edible beef fat <sup>1</sup> .....	35.10	41.62	3.98	4.31	346,006	28,985	26,694	35,194	121.42	
Edible beef offal.....	29.59	29.73	3.00	3.08	282,327	18,801	20,156	25,140	133.72	
Cattle hides.....	94.41	64.41	6.79	6.67	644,168	45,243	46,402	54,885	121.31	
Edible calf fat <sup>1</sup> .....	1.29	1.04	.72	.62	6,779	448	529	400	111.38	
Edible calf offal.....	6.47	6.38	3.62	3.77	34,121	2,457	2,945	3,069	124.50	
Lard <sup>2</sup> .....	35.93	40.03	15.37	16.27	1,458,888	151,138	128,700	136,775	90.50	
Edible hog offal.....	6.10	6.46	2.61	2.63	246,212	18,301	19,994	22,073	120.61	
Pork trimmings.....	12.33	12.84	5.28	5.22	501,769	39,492	42,107	47,872	111.09	
Indigestible grease <sup>2</sup> .....	3.03	3.10	1.29	1.26	123,456	12,166	10,580	10,631	87.38	
Sheep edible fat <sup>1</sup> .....	2.22	1.65	2.72	2.19	27,031	1,706	1,708	1,782	101.46	
Sheep edible offal.....	1.90	1.03	2.33	2.57	23,261	1,548	1,817	2,064	134.63	
<sup>1</sup> Unrendered. <sup>2</sup> Rendered.										

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### ARKANSAS CRUSHERS MEET.

The recent meeting of the Arkansas Cottonseed Crushers' Association was very well attended and was full of good things for members, reports Secretary P. F. Cleaver. Mr. Cleaver was chosen by the executive committee to succeed T. H. Gregory, former secretary, who resigned to become vice-president of the National Cottonseed Products Corporation.

The resignation of W. H. Loflin as president was also accepted with regret, and R. E. Lillard of Ft. Smith, vice-president of the association, was elected president. J. R. Willis of Magnolia, Ark., was unanimously elected vice-president.

Reports on the condition of the cotton crop were generally favorable. It was generally agreed that most Arkansas mills will not start operations before the last week in September or early in October.

### JULY MARGARINE STATISTICS.

Statistics of margarine production in the United States for the month of July, 1926, with comparisons, based on sales of revenue stamps, are announced as follows by the U. S. Treasury Department:

	July, 1926.	July, 1925.
Margarine, uncolored, lbs.	15,310,348	14,050,153
Margarine, colored, lbs.	595,521	654,008

### CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and export for January, February, March, April, May, June and July, 1926, are reported as follows:

#### LARD PRODUCED, CONSUMED AND STOCKS ON HAND.

(A) (1) PRODUCED.	1926. Pounds.	1925. Pounds.
January	162,314,000	194,188,000
February	126,905,000	161,697,000
March	138,567,000	115,016,000
April	126,385,000	113,277,000
May	117,241,000	109,183,000
June	122,885,000	124,507,000
July	129,225,000	118,969,000
Total	923,522,000	936,838,000

#### CONSUMED.

(B) (2) Exports.	1926. Pounds.	1925. Pounds.
January	78,795,905	80,545,775
February	66,598,654	61,475,724
March	65,988,543	64,250,355
April	64,919,209	46,017,919
May	59,896,739	72,407,593
June	57,613,915	61,191,008
July	Not available	51,644,747
Total	Not available	437,533,721

#### (C) Domestic

January	61,809,095	61,988,225
February	48,348,346	60,998,276
March	55,615,457	52,510,645
April	56,208,701	65,042,081
May	48,915,261	49,979,407
June	51,568,085	55,091,392
July	Not available	67,319,253
Total	Not available	414,429,279

#### TOTAL.

January	140,605,000	142,534,000
February	114,947,000	122,474,000
March	121,604,000	116,761,000
April	121,128,000	111,990,000
May	108,782,000	122,367,000
June	109,182,000	110,883,000
July	97,291,000	118,964,000
Total	813,539,000	851,963,000

#### (D) STOCKS HELD END OF MONTH.

On hand beginning year.	42,478,000	61,049,000
January	64,187,000	112,704,000
February	76,145,000	151,927,000
March	83,108,000	150,182,000
April	98,365,000	151,490,000
May	106,824,000	138,295,000
June	120,527,000	145,919,000
July	152,461,000	145,924,000

(A) Includes entire production, both neutral and other edible by federally inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packing house plants only.

(1) Source:—Bureau of Agricultural Economics, U. S. Department of Agriculture.

(2) Source:—Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce.

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, Sept. 8, 1926.—Wholesale prices on green and S. P. meats are as follows: Pork loins, 36-40c; green hams, 8-10 lbs., 29c; 10-12 lbs., 28c; 12-14 lbs., 27c; green picnics, 4-6 lbs., 19c; 6-8 lbs., 17c; green clear bellies, 6-8 lbs., 28c; 8-10 lbs., 27½c; 10-12 lbs., 27c; 12-14 lbs., 27c; S. P. bellies, 6-8 lbs., 24c; 8-10 lbs., 25c; 10-12 lbs., 25c; 12-14 lbs., 24c; S. P. hams, 8-10 lbs., 29c; 10-12 lbs., 28c; 12-14 lbs., 27½c; 18-20 lbs., 29c; city dressed hogs, 21½c; city steam lard, 14½c; compound, 14½c.

### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, Sept. 1 to Sept. 8, none.

The Blanton Company  
St. Louis, U. S. A.  
Refiners of

# White Butter Oil

Topp's Code, Eighth Edition

Give Us Inquiries on Tank Cars  
Pleased to Submit Samples

Selling Agencies at  
New York Philadelphia Pittsburgh  
Memphis

# VEGETABLE OILS

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

**Market Irregular—Trade Small—Sentiment Mixed—Cash Trade Improving—Crude Offerings Light—Cotton Weather Mixed—Lard Market Weak**

A moderate trade and an irregular market has featured cotton oil the past week, prices backing and falling over a comparatively wide range, commission house orders either way having considerable influence. The technical position of the market was such that at times there was a lack of buying power and at other times an absence of offerings.

This made it rather difficult to fill orders satisfactorily and made for rather wide fluctuations between trades. The absence of trade interests in the market was more emphasized and although the technical position continues rather a strong one, nevertheless attempts to liquidate or bear pressure uncovered stop loss orders, while when selling pressure dried up the market came back readily.

### Closing Out Open Contracts.

In a large way the bulk of the trade was merely closing out open contracts. The open interest is continually being cut down, and most interest consequently is centered in the nearby deliveries.

There has been, practically speaking, no deliveries on Sept. contracts and the likelihood of any important deliveries appears remote, while the disposition of the trade is to look for light, if any deliveries on contracts during October.

Notwithstanding this condition and evidence of some improvement in cash demand, tired holders liquidated the nearby which were poorly taken at times, owing to the weak position in the lard market. The latter induced some professional selling, but rainy and unfavorable weather in the south and the lowering of cotton crop ideas tended to check the declines.

### Little Pressure on Crude Oil.

The lack of pressure of crude oil continued a helpful feature, although at intervals, crude offerings were somewhat freer than they have been of late. The smallness of the ginnings to date, which are about one-third those of last year, emphasizes the lateness of the new crop, but

this appears to be offset somewhat by the hand-to-mouth buying on the part of the consumer who can see the Oct. delivery 1c a pound under September and November about 1c under the October.

With these discounts, the consuming trade is not inclined to buy other than immediate requirements, as cash premiums continue to hold very firmly. And there is little or no reason in sight at the moment to expect any weakening in cash premiums during September and October.

The store stocks here are finding a ready market, having been reduced to about 700 bbls. with fair sales this week on a basis of 13½¢. The small remaining supplies continue in strong hands, and will undoubtedly be disposed of to the trade within the near future which will leave the New York market without any stock of oil whatsoever.

## SOUTHERN MARKETS.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 9, 1926—A less bullish Government crop report than expected, and lower lard prices, contributed to a sagging market in New Orleans futures this week, with only limited business, resulting in 11¾¢ asked, Sept. Considering the important fact that ginnings to September 1 are only one-third those of same period last year, and with an extremely light carry over, spot oil is firmly held. Immediate shipment refined is almost unobtainable, beyond one or two tank lots; 12½¢ lose asked, New Orleans.

Trade here expects a reaction upward as demand for compound increases, Sept. and Oct. especially. Many cotton men here think the Government crop estimate fully a million bales too high.

Crude easier at 10¾¢ immediate; 10½¢ prompt; 9c October, f.o.b. mills. Offerings light.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 9, 1926.—Prime cotton seed delivered, \$33.00; prime crude cottonseed oil, 10¼¢@10½¢; 43 per cent cake and meal, \$28.00; hulls, \$5.00; mill run linters, 3@5c. Weather past week unfavorable for cotton; markets still very slow.

The Government cotton crop estimate was lowered slightly again, and the impression of the trade generally was that the new figure was still too large. The size of the crop, however, owing to its lateness is dependent upon the date of killing frost and should the latter be experienced earlier than usual, the outturn would unquestionably be considerably reduced.

### Cotton Crop Estimate Lower.

The ginning figures of 695,000 bales compared with 1,866,000 bales at this time last year and furnished the evidence why crude has not been pressing on the market. In the southeast however, crude was easier with nearby quoted at 10¾¢ and all Sept. offerings at 10c, although reports had it that in Texas crude was as much as ¼¢ above the southeast market.

Lack of speculative buying power continues one of the outstanding features against oil values. There are no hedges in the market to speak of, and consequently what cash business is passing does the future market little or no good as there are no hedges to lift.

### One View of the Market.

At the same time, with an average refining loss, it is argued that even a 14,000,000-bale cotton crop is sufficient for all oil requirements, and the fact that it is only a question of time when crude oil will move freely, particularly as the mills generally are starting up now, the professional operator feels that the market will soon encounter the weight of the new crop which unless speculative interests in the market on the constructive side, increases materially, might force considerably lower levels.

Within another few weeks, crude oil will be flowing freely to market and although it is admitted that it will be many weeks and possibly not until the first of the new year until all the holes are filled up and stocks replenished, nevertheless the feeling prevails in the purely speculative quarters that the market must reach a level where the soap kettle will lift considerable oil this season just as it did a year ago.

### Government Cotton Report.

A cotton crop of 15,166,000 bales of 500 lbs. gross weight is indicated from condition 50.6 on Sept. The indicated production is less than crop of 1925 but is larger than crop of any other year since 1914.

From Aug. 16 to Sept. 1 the decline in

# ASPEGREN & CO., INC.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

## REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY



## Logical Cottonseed Oil Market Is In New Orleans

Assure your future requirements by buying contracts there.

Protect yourself by using it for your hedges.

Commissions \$20 per round contract; deliveries in bulk, 30,000 pounds, grade and weight guaranteed by indemnity bond.

The market is broadening and giving real service to the trade. One concern handled 750 contracts during the year, representing 22,500,000 pounds.

### NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee  
for information

condition was 3.9, or less than the decline in condition of 5.8 in 1925 and of 5.6 in 1924, for the same period.

Much uncertainty remains with regard to outcome as future conditions may materially alter present outlook. There has been too much rain in the belt west of Atlantic states and growth of cotton plant has been promoted at the expense of fruit.

COTTONSEED OIL.—Market transactions.

Friday, September 3, 1926.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1325	a
Sept.	600	1300 1275	1281	a 1310
Oct.	6400	1198 1176	1185	a 1183
Nov.	1400	1085 1075	1080	a 1083
Dec.	500	1065 1060	1065	a 1070
Jan.	700	1065 1058	1065	a
Feb.			1063	a 1075
Mar.			1065	a 1080
April			1068	a 1080

Total Sales, including switches, 9,600 bbls. P. Crude S. E. Nom'l

Saturday, September 4, 1926.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1325	a
Sept.	1600	1295 1275	1270	a 1275
Oct.	2700	1175 1162	1173	a 1175
Nov.	400	1068 1065	1072	a 1075
Dec.	400	1056 1055	1055	a
Jan.	900	1055 1050	1052	a 1050
Feb.			1050	a 1060
Mar.			1059	a 1075
April			1060	a 1080

Total Sales, including switches, 6,000 bbls. P. Crude S. E. Nom'l

Monday, September 6, 1926.

Holiday—Labor Day.

—Range— —Closing—  
Sales. High. Low. Bid. Asked.  
Tuesday, September 7, 1926.

Spot			1275	a	1350
Sept.	300	1292 1275	1300	a	1310
Oct.	3000	1208 1175	1205	a	
Nov.	2000	1110 1085	1109	a	1106
Dec.	300	1080 1072	1080	a	1085
Jan.	100	1085 1085	1079	a	1085
Feb.			1080	a	1088
Mar.			1089	a	1096
April			1090	a	1099

Total Sales, including switches, 5,700 bbls. P. Crude S. E. Nom'l

Wednesday, September 8, 1926.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1325	a
Sept.	1000	1300 1271	1279	a 1283
Oct.	3300	1206 1171	1185	a 1184
Nov.	1100	1110 1080	1093	a 1092
Dec.	500	1088 1060	1070	a
Jan.	1400	1076 1051	1064	a 1068
Feb.			1065	a 1070
Mar.			1065	a 1082
April			1065	a 1090

Total Sales, including switches, 7,300 bbls. P. Crude S. E. Nom'l

Thursday, September 9, 1926.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Sept.			1270	a 1284
Oct.			1175 1165	1171 a 1177
Nov.			1081 1080	1070 a 1080
Dec.			1068 1061	1061 a
Jan.			1061 1055	1055 a 1057
Feb.			1057	a 1062
Mar.			1070 1065	1064 a 1066
April			1065	a 1070

SEE PAGE 36 FOR LATER MARKETS.

COCONUT OIL.—Following a fairly good business last week the demand quieted somewhat this week, but offerings were limited and the market was very steady with the undertone firmer and sentiment more mixed due to the better feeling in greases in general.

At New York nearby tanks were quoted at 9½¢ and futures at 9¼¢. At the Pacific coast Sept.-Oct. tanks quoted at 9@9½¢.

SOYA BEAN OIL.—A somewhat better consumers demand has been the feature this week, but no particular change in values was in evidence with the undertone rather firm.

At New York, tanks quoted at 11¢ and barrels at 12½¢. At the Pacific coast Sept. tanks quoted at 10¾¢; Oct. 10½¢ and Nov.-Dec at 10½¢.

CORN OIL.—Demand has been fair and with offerings limited; the market has been firmer with prices quoted at 10¢ f.o.b. Mills.

PALM OIL.—Demand was reported fair but generally the tendency is to await developments. Offerings however are limited.

At New York Nigre spot casks quoted at 8½¢; shipment, 8¢; Lagos spot, 8.95¢ and shipment at 8½¢.

PALM KERNEL OIL.—Consuming demand was limited to small lots but offerings continued rather light, and the market was firm, with New York spot casks quoted at 10½¢; shipment, 10¼¢;

spot tanks, 9½@9¼¢; and New York, 1¢ over casks.

PEANUT OIL.—Market nominal.

SESAME OIL.—White oil quoted at 12¾¢ c.i.f. N. Y.; smaller lots New York quoted as high as 13¼¢.

COTTON OIL.—Demand for spot oil here has been fairly good and the market was about steady with the store stocks reduced to 1100 bbls. Spot oil was quoted at 13¼¢ although some were asking 14¢.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Sept. 8, 1926.—Latest quotations in chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @3.91 per cwt.; 98 per cent powdered caustic soda, 4.16@4.56 per cwt.; 58 per cent carbonate of soda, 2.04@2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9¼¢ lb.; olive oil foots, 9¼@9½¢ lb.; East India Cochon cocoanut oil, 16¢ lb.; Ceylon grade cocoanut oil, 11½¢ lb.; Cochon grade cocoanut oil, 12¢ lb.

Prime summer yellow cottonseed oil, 14¼@14¾¢ lb.; prime winter salad oil, 15¼¢ lb.; raw linseed oil, 11.4@12.2¢ lb.

Extra tallow, f.o.b. seller's plant, 8½¢ lb.; dynamite glycerine, nom., 27¢ lb.; chemically pure glycerine, nom., 30@31¢ lb.; saponified glycerine, nom., 20¢ lb.; crude soap glycerine, nom., 18¢ lb.; prime packers' grease, nom., 8@8¼¢ lb.

## COTTON OIL IN TUNISIA.

Due to the high price of Venetian olive oil, the basic food of the Arabian population, this commodity has been placed out of the reach of the poor natives, thereby creating a market for substitutes, according to a report to the U. S. Department of State by Leland L. Smith, American Consul, Tunis, Tunisia. It is not thought that American manufacturers of peanut oil will be able to compete with peanut oil from Marseille at the present time, as the exchange situation favors interchanges with France.

However, it is thought that cottonseed oil should prove interesting to local importers. The United States should not find competition with France a factor in this case, and if the qualities of cottonseed oil please the natives and prove acceptable for use in the extensive local soap manufacturing industry, an important market might be created in the Regency.

The tariff on cottonseed oil is 70 francs per 100 kilos net for all countries, including France, and American producers of cottonseed oil would not, therefore, find themselves at a disadvantage in this respect.

## KLEEN KUP ENLARGES PLANT.

The Mono Service Company of Newark, N. J., manufacturers of the Kleen Kup, used extensively by the meat packing and sausage-making industry, have under construction a spacious new unit which when completed will be an addition to the large plant now in operation. One hundred per cent increase of business during the past two years necessitates the addition.

## The Procter & Gamble Co.

Refiners of all Grades of

## COTTONSEED OIL

Puritan, Winter Pressed Salad Oil  
Boreas, Prime Winter Yellow  
Venus, Prime Summer White  
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White Clover Cooking Oil  
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29 BROADWAY

NEW YORK CITY

## BROKERS EXCLUSIVELY VEGETABLE OILS

In Barrels or Tanks

## Hardened Edible Cocoanut Oil COTTON OIL FUTURES

On the New York Produce Exchange

## Pork Production in the World War

### Part Played by American Packer and Producer in Feeding World Both During War and Afterward

#### II—First Steps in Food Control

**Need of the Allies for Meats and Fats—Herbert Hoover's Experience as a Food Administrator—Passage of the Food Control Act—Lack of Power of the Food Administration to Fix Prices of Hogs or Pork Products.**

This is the second in a series of reviews of the book on "American Pork Production in the World War," by Dr. Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside history is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments made known.

THE NATIONAL PROVISIONER has the serial rights to the republication of this book, and these reviews will appear from week to week until the entire story has been told.

The entrance of the United States into the War was hailed by the Allies chiefly as an assurance of greater food supplies. The shortage of food had caused grave concern in the winter of 1916-1917. There could be no doubt that one of America's first and most important immediate contributions to the Allied cause was an increased supply of food.

The food shortage in the Allied countries was confined chiefly to breadstuffs, fat and sugar. The situation was serious with regard to all of these products. In the Central Empire the lack of meats and fats was one of the most important causes of the discontent which led to the ending of the war.

The author explains the need for fats:

#### The Need for Fats.

"Quite apart from the physiological need of fat, it is important as furnishing a flavor for many vegetables, rendering them more palatable and hence more digestible. Fat also digests more slowly than other foods and hence, in a period of reduced rations, prevents the return of the feeling of hunger for a longer time. A piece of bread and butter will allay hunger longer than an equal amount of nourishment in the form of bread alone. It is clear that both from a physiological and psychological point of view a certain amount of fat is necessary.

"The Inter-Allied Scientific Food Commission considered that the minimum desirable quantity of fat in the diet of the average man was 75 grams (2.65 ounces) per day. For comparison with this it may be stated that the average per capita consumption of fat in Germany in 1918 was reduced to around 30 grams (1.06 ounces) per day compared with 99 grams pre-war.

"The chief sources of fats used for human foods are (1) vegetable oils extracted from, or contained in, various oil-bearing seeds and nuts; (2) animal fats and oils, of which oleo oil, lard, and pork products are the most important, and (3) other animal products, chiefly butter-fat."

#### Supplies Greatly Decreased.

The total requirement of the Allies for

fats amounted to some 6,967,464,000 lbs., more than half of which had to be imported.

There was an enormous reduction in the supply of animal fats in the Allied countries, the hog supply of the United Kingdom falling off one-third and that of France more than one-half. Italy's hog population declined to a less extent. Meat production in these countries declined an average of 32.8 per cent, the United Kingdom showing the greatest decrease.

Strenuous efforts were made by the Allies to reduce the civilian consumption of meat, and in France even the meat ration of the army was reduced.

#### Steps in the Story

Action taken to increase hog production in the early years of the War.

Voluntary agreements between packers, Food Administration and buyers of pork products.

Packers' margins controlled, license regulations, and methods of limiting packers' profits.

Efforts made to secure an adequate supply of hogs at the lowest feasible price.

Control of buying guaranteed an outlet to packer and a profit for the producer.

Cost of producing hogs determined.

Production increased and hog prices maintained.

Difficulties encountered in price control.

The Armistice and the plan to open world markets to pork products.

Crisis in the American pork market.

Attempts to dispose of surplus pork.

Opposition by French to opening of blockade so that pork products could enter enemy and neutral countries.

How the German market was finally opened for American pork.

World-wide speculation, due in part to long-continued blockade of Europe.

Pork for the liberated countries.

Demand for removal of government control of the meat industry made by trade bodies.

Price stabilization and its advantage to hog producers.

What American food meant to Europe in 1919.

Data on the total decline of meat production in the Allied countries does not give an adequate idea of the reduction in the fat ration. Many of the animals slaughtered were in poor condition and produced less fat than normally. Pork is by far the most important fat containing meat and the decline in pork production was much greater than in the case of other meats.

For the three European Allies the production of pork was reduced about 50 per cent in 1918 compared with pre-war years, while the output of other meats declined by only about one-third for the same period.

At the time of the entrance of the United States into the war one of the urgent needs of the Allied countries, second only to their needs for cereals, was that for meats and fats.

#### America Met the Need.

Fortunately American agriculture was so developed that, by proper stimulation, the Allied demands for fat could largely be met by this country. This was due to the hog industry, particularly as developed in the Corn Belt. The author says:

"The problems which faced the United States in 1917 with regard to fats, therefore, were to secure a rapid increase in the number of hogs and to secure an increased and even flow of pork products to the European Allies. The solution of these problems, under the powers which the Administration possessed, was not as simple as it might at first appear. With the normal laws of supply and demand largely inoperative, it was necessary to substitute in their place, artificial agreements and practices which inevitably resulted in upsetting that delicate economic balance which characterizes normal commercial operations."

When the United States entered the war urgent steps were taken to gather and conserve food supplies. Even before our entrance into the war the newly organized Council of National Defense had cabled Herbert Hoover asking him to make an investigation of Allied food requirements and to report on them at the earliest opportunity.

#### Herbert Hoover Called In.

"Mr. Hoover was then in London, where he had organized, and for three years had directed, the Commission for the Relief of Belgium. This organization, financed by government subsidies and by public charity throughout the world, was feeding some 10,000,000 Belgians and French within the German lines.

"This was the first Food Administration set up as a result of the war. The success with which it had carried on this difficult and delicate task of food control, both of imports and domestic production, within the military lines of an enemy had shown the rare tact and administrative ability on the part of its organizer and had made Mr. Hoover's name known throughout the world as an authority on international food matters."

Mr. Hoover returned to the United States on May 10, 1917, and on May 19 President Wilson announced that on the recommendation of the Council of National Defense he intended to appoint Mr. Hoover United States Food Administrator.

Measures were already under consideration in Congress to control the war-time food situation, and after much debate in both House and Senate, a bill known as "An act to provide further for the national security and defense by encouraging the production, conserving the supply and controlling the distribution of food products and fuel," was passed, and became a law on August 8, 1917.

Because of the extended delays in Congress, the President had already author-

(Continued on page 46.)

## Jordan's Improved Ham Retainers

(Square and pear shaped)



Patents applied for

***Better Products—  
Big Saving of Time and Labor—  
No Press Required—***

In cooking and processing hams it is never necessary to repress hams because the Improved Jordan Ham Retainers are equipped with springs which compensate for the maximum expansion and contraction. This produces the best boiled hams which are firm and perfectly shaped to either pear or square retainers.

The Boiled Ham Season is close at hand.

*Write us today regarding your Requirements*

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# THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO

Western Office, E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.

**ANCO**





# Here's Production

The picture above shows the interior of the department in our plant where LAABS Sanitary Rendering Units are made. It will give readers an idea of the manufacturing facilities at our command which are back of the LAABS equipment, and the demand we have for these remarkable cookers. The department is in charge of skilled engineers and mechanics who devote their entire time to LAABS production.

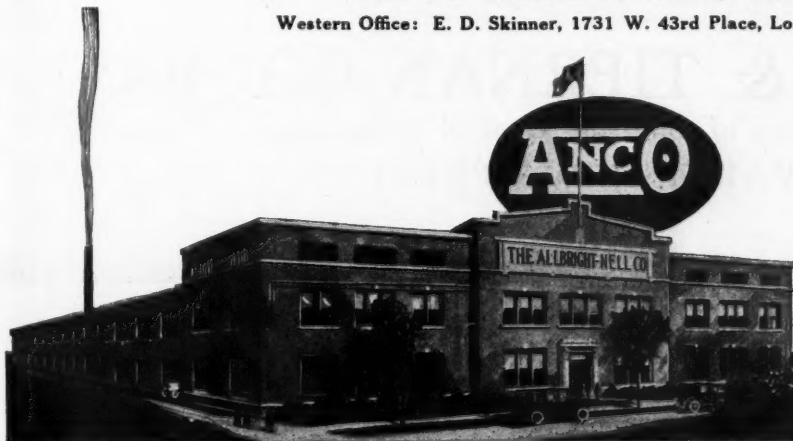
LAABS Sanitary Rendering Units are the result of highly specialized talent, supported by a completely equipped modern factory where efficiency and super-workmanship predominate.

Packing plants everywhere are turning to LAABS to solve their rendering problems, because it eliminates so many objectionable factors incident to the handling of by-products.

## THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard, CHICAGO

Western Office: E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.



Patented in U. S. A., March 23, 1926.  
Other patents and foreign  
patents pending.

*Headquarters for everything  
in packinghouse machinery*



There doesn't need to be an odor around your plant!

You don't need to have your neighbors complaining to the Board of Health asking that the odor nuisance be eliminated.

You don't need to fear an injunction restraining your operation because of noxious odors.

The Henderson and Haggard Chlorine Process of deodorization offered exclusively by this organization will eliminate any objectionable odor from Packing Plants, Slaughter Houses, Rendering Works or similar establishments.

Scores of successful installations are in operation—and the process will be installed on trial at any plant. If it doesn't destroy the objectionable odors, the apparatus will be removed without cost to the operator!

How's that for confidence?

Can't we send one of our engineers to see you?

# WALLACE & TIERNAN CO., INC.

Manufacturers of Chlorine Control Apparatus

NEWARK, NEW JERSEY



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Provisions quiet and steadier the latter part of the week; hogs steady; cash lard demand a little better. Hog receipts liberal; some change of sentiment for the better.

### Cottonseed Oil.

Cotton oil weak the latter part of the week, under pressure from Southern houses. Liquidation in October followed by local selling due to poor support, easier crude markets and clearer weather in the South, which offset fair cash oil demand and steadier tone in lard. Texas immediate crude sold 10½¢; Southeast, Sept., 9¾¢; Valley, Sept. 20th shipment, 10¢. Valley October as low as 8¾¢.

Quotations on cottonseed oil at Friday noon were: September, \$12.60@12.75; October, \$11.56; November, \$10.61@10.70; December, \$10.50@10.55; January, \$10.47@10.55; February, \$10.50@10.60; March, \$10.60@10.70; April, \$10.60@10.80.

### Tallow.

Tallow, extra, 8½¢ asked.

### Oleo Oil and Stearine.

Stearine, oleo, close, 13¢ asked.

### Hull Oil Market.

Hull, England, Sept. 10, 1926—(By Cable).—Refined cottonseed oil, 40s; crude cottonseed oil, 35s.

## FRIDAY'S GENERAL MARKETS.

New York, Sept. 10, 1926—Spot lard at New York: prime western, \$15.30@15.40; middle western, \$15.20@15.30; city, \$15.00; refined continent, \$15.75; South American, \$16.75; Brazil kegs, \$17.75; compound, \$14.50@14.75.

## JUNE INSPECTED SLAUGHTER.

Animals slaughtered under federal inspection during June, 1926, and for the fiscal year, with comparisons, are reported as follows by the U. S. Department of Agriculture:

Station.	Cattle.	Calves.	Hogs.	Sheep.
Baltimore ...	6,783	2,847	61,837	1,640
Brooklyn ...	6,175	10,340	...	27,907
Buffalo ...	10,108	4,779	63,714	11,383
Chicago ...	183,757	64,788	444,571	236,144
Cincinnati ...	12,112	9,403	54,639	5,185
Cleveland ...	9,353	13,020	61,631	11,728
Denver ...	7,905	2,805	19,908	6,085
Detroit ...	8,046	9,987	80,839	3,592
Fort Worth ...	46,937	20,135	16,049	42,455
Indianapolis ...	17,309	5,094	113,301	3,465
Jersey City ...	5,115	9,285	35,541	27,400
Kansas City ...	80,192	25,841	236,874	106,821
Milwaukee ...	11,342	39,094	58,227	4,395
Nat. S. Yds. ...	34,231	14,033	114,808	66,300
New York ...	32,031	56,222	75,025	147,309
Omaha ...	96,631	7,283	189,109	129,165
Philadelphia ...	10,373	12,427	73,448	15,990
St. Louis ...	16,139	7,834	134,515	10,644
Sioux City ...	35,743	5,243	155,100	11,548
So. St. Joseph ...	29,904	7,750	123,346	70,828
So. St. Paul ...	42,600	71,949	219,133	6,924
All other establishments ...	140,239	81,804	1,067,733	134,178
Total:	852,115	480,273	3,429,508	1,080,886
June, 1925 ...	731,886	473,487	3,731,501	999,321
12 mos. ended	June, 1926, 10,098,121	5,311,774	40,442,730	12,354,235
12 mos. ended	June, 1925, 9,773,883	5,185,316	48,459,008	12,203,130

Inspections of lard at all establishments, 143,802,353 inspection pounds; compound and other substitutes, 40,813,977 inspection pounds; sausage chopped 67,935,388 inspection pounds. Corresponding inspections for June, 1925: Lard 143,219,835 inspection pounds; compound and other substitutes, 47,443,252 inspection pounds; sausage chopped, 66,355,655 inspection pounds. (These totals do not represent actual production, as the same product may have been inspected and recorded more than once in the process of manufacture.)

Carcasses condemned during May, 1926: Cattle, 6,759; calves, 823; hogs, 11,437; sheep, 858.

## BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, Eng., Sept. 9, 1926.

General provision market weaker and looks lower. Demand very poor for A. C. hams and pure lard. No demand for clear bellies; square shoulders fair. Some buying of short clear backs for prompt and forward shipment. Consignments of American meats rather limited, with demand correspondingly light.

Today's prices are as follows: Shoulders, square, 95s; picnics, 94s; hams, long cut, 143s; bacon, American cut, 135s; Cumberland cut, 113s; short backs, 116s; bellies, clear, 117s; Canadian, 106s; Wiltshire, 100s; spot lard, 76s.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Sept. 4, 1926, with comparisons, as follows:

	Week ending Sept. 4, week.	Prev. week.	Cor. week.
Western dressed meats:	7,362½	7,859	7,969½
Steers, carcasses	496	450	933½
Cows, carcasses	111	134½	133
Bulls, carcasses	7,939	5,425	10,995
Veals, carcasses	22,191	17,935	21,511
Lambs, carcasses	5,149	4,428	4,145
Mutton, carcasses	296,137	771,239	207,632
Beef cuts, lbs.	901,676	947,070	833,010
Pork cuts, lbs.	11,006	10,294	8,492
Local slaughters:	16,676	18,263	14,732
Cattle	37,312	35,897	35,306
Hogs	58,541	50,421	51,338
Sheep	...	...	...

## LIVERPOOL PROVISION STOCKS

Stocks of provisions at Liverpool, England, on September 1, 1926, with comparisons, are officially reported as follows, by cable:

	Sept. 1, '26	Aug. 1, '26
Bacon, boxes	4,524	6,396
Hams, boxes	1,726	753
Shoulders, boxes	775	373
Lard, steam, tons	1,750	635
Lard, refined, tons	4,060	2,875
Lard, compound, tons	...	...

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## TRADE GLEANINGS.

The abattoir of Robert Meneth in Marcus, Wash., has been destroyed by fire. Purity Sausage Company has opened a branch at 1084 Howard street, San Francisco, Calif.

Washington Cotton Oil Mill has been incorporated in Dallas, Tex., with a capital stock of \$50,000 by E. Rice, 5212 Crutcher street, Dallas, and others.

Farmers Cotton Seed Products Company has been incorporated in Granger, Tex., with a capital stock of \$60,000 by E. M. Wilson, T. B. Benson and others.

Cholewinski Packing Company has been incorporated at 3335 S. Union avenue, Chicago, with a capital stock of \$500,000 to manufacture and deal in hams, tongues, dried meats, lard and grease. Incorporators are: Frank A. Cholewinski, Joseph W. Grenewich and John E. Cholewinski.

Scott Petersen, Inc., has been incorporated at 4450 Armitage avenue, Chicago, with a capital stock of \$50,000 to manufacture and deal in meat products, canned goods, food products, etc. Incorporators are: A. Scott Petersen, Otto M. Petersen, Albert H. Weeg, Caleb R. Petersen, Earl L. Evensen, Stanley Eieradzki and Gertrude Petersen.

The new plant of the British Canadian Packing Co., St. Johns, N. B., is complete with the exception of installing the operating machinery. This plant is to have a capacity of 275 hogs and 60 cattle per day, as well as facilities for sheep, and a public cold storage capacity of 30 cars of product in addition to space needed by the company. The plant will cost about \$150,000, and is under government inspection. M. P. Burt & Co. are the architects.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Sept. 10, 1926, show exports from that country were as follows. To England, 124,723 quarters; to continent, 46,360 quarters; others none.

Exports for the previous week were: To England, 84,371 quarters; to the continent, 54,158 quarters; others none.

## BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Sept. 4, 1926, with comparisons:

	Week ending Sept. 4, week.	Prev. week.	Cor. week.
Western dressed meats:	3,558	3,220	2,291
Steers, carcasses	1,639	971	1,541
Cows, carcasses	40	32	43
Bulls, carcasses	1,150	841	1,791
Veals, carcasses	13,088	11,004	11,412
Lambs, carcasses	254	522	626
Mutton, carcasses	376,701	227,613	233,706
Pork, lbs.	1,702	1,493	1,352
Local slaughters:	1,238	1,218	1,644
Cattle	10,078	10,716	8,061
Hogs	7,530	4,764	5,877
Sheep	...	...	...

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Sept. 4, 1926, with comparisons:

	Week ending Sept. 4, week.	Prev. week.	Cor. week.
Western dressed meats:	3,009	2,847	2,537
Steers, carcasses	698	758	685
Cows, carcasses	87	122	131
Bulls, carcasses	1,964	1,476	2,281
Veals, carcasses	7,998	8,562	6,708
Lambs, carcasses	1,410	1,502	910
Mutton, carcasses	238,905	263,388	356,531
Pork, lbs.	2,815	2,312	2,083
Local slaughters:	3,304	2,788	2,739
Cattle	17,139	13,779	11,088
Hogs	7,517	7,119	5,880
Sheep	...	...	...

On what meats is the dry or box cure used, and what is the formula? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



# LIVE STOCK MARKETS

## CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)  
Chicago, September 9, 1926.

**CATTLE**—Receipts during week which included the labor day holiday about 9,000 under week earlier, when runs were largest of year; upturns amounted to 50c, with inbetween heavies frequently 75c higher. Heavy steers reached \$11.25, selling freely at \$10.50@11.00 for 1,400@1,500 lb. averages; yearlings scored \$11.50, mixed offerings making that price.

Receipts ran more liberally to the stock and 50@75c declines on fat cows and heifers, largely grassy offerings, placed these more nearly in line with fat steers than any time this season; all cutters dropped 50c, bulls showing similar decline; vealers lost \$1.00.

For the first time this season the supply of western grass steers equalled a year earlier at approximately 10,700 head; for the season to date the supply is about 36,000 under a year earlier, however, a spread of \$7.25@8.25 took most northwestern grassers.

**HOGS**—The week's supply of hogs ran more liberally to light weights but demand expanded and the closing market uncovered an advance of 10@25c for the week on practically all finished hogs scaling 230 lbs. downward. Heavy hogs closed mostly 25@40c higher.

Choice 180@210 lb. weights brought \$14.00@14.25 at the close, bulk of desirable kinds averaging 230 lbs. downward going at \$13.65@14.15. Most good and choice butchers weighing 260@300 lbs. made \$12.25@13.00; light packing sows moving at \$10.50@11.25, with heavies at \$9.50@10.00 mostly. Strongweight slaughter pigs bulked at \$12.75@13.50.

**SHEEP**—Decreased receipts of killing lambs has strengthened values at most of the week's sessions. Fat lambs, sheep and yearling wethers closed 25@50c higher for the period with culls mostly 50c higher.

Most fat western lambs sold late at \$14.75@15.10, with bulk of natives around \$14.25. A few topped at \$14.50 with the weekly top to city butchers at \$14.75.

Most fat ewes at the close realized \$6.00@7.00, with best kinds quotable at \$7.25. Yearling wethers sold upward to \$12.00.

## OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)  
Omaha, Nebr., Sept. 9, 1926.

**CATTLE**—Under broad local packer demand coupled with a free movement on outside orders. The market on fed steers and yearlings maintained a strong undertone with prices advancing steadily all through the week. Compared with the close of last week today's prices show an advance of 50@75c, with good and choice medium weights and weighty steers at the full advance.

Numerous loads of choice long feds of practically all weights were included. Bulk today cleared at \$10.00@11.00, with 1,352-lb. weights \$11.15; light steers \$11.20, and yearlings \$11.40.

She stock is uneven, grass beef cows mostly steady, heifers strong to 25c higher, choice veals held steady, others and heavy calves closing weak to around 50c lower.

**HOGS**—A more liberal quota of light hogs included in receipts has about met with trade requirements, with current levels steady with last Thursday. Butchers and packing grades uncover advances for the period rated as 50@75c higher.

Shipping demand has shown breadth with local needs urgent. Thursday's bulk 160@200 lb. lights, \$13.00@13.50; top, \$13.65; bulk, 200@320 lb. butchers, \$12.00@13.25. Smooth packing sows, 350 lb. down; ranged \$10.50@11.25, with rough and heavies on down to \$9.25.

**SHEEP**—The percentage of killing material included in local receipts continued light. The decline enforced on killing classes early in the week has been regained.

Thursday's bulk fat range lambs \$14.25@14.50; natives, \$13.75@14.00; clipped, \$13.25. Best slaughter ewes \$6.25@6.50.

## ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)  
East St. Louis, Ill., Sept. 9, 1926.

**CATTLE**—Both native and western steers reacted upward this week owing to better conditions in Eastern beef centers. Compared with one week ago native steers sold 50c higher; western steers, 25@50c higher; fat mixed yearlings and heifers, 25c higher; grass heifers and cows, 25c lower; low cutters, 10@15c lower; medium bulls steady to 25c lower; good and choice vealers 25@50c lower.

Tops for week: Yearlings, \$11.25; matured steers and mixed yearlings, \$11.00. Bulks for week: native steers, \$9.00@10.85;

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Sept. 9, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$14.25	\$14.40	\$13.65	\$13.80	\$13.50
BULK OF SALES	10.50@13.75	13.50@14.25	10.00@13.25	12.00@13.75	10.00@13.50
Hvy wt. (250-350 lbs.), med.-ch.	11.00@13.60	12.75@13.90	11.25@13.00	11.65@13.25	11.50@13.25
Med. wt. (200-250 lbs.), med.-ch.	13.00@14.25	13.65@14.25	12.50@13.50	12.85@13.75	12.50@13.50
Lt. wt. (150-200 lbs.), com.-ch.	13.15@14.25	13.90@14.40	13.00@13.65	13.15@13.80	13.25@13.50
Lt. lt. (130-150 lbs.), com.-ch.	13.00@14.00	13.50@14.35	12.00@13.25	13.10@13.80	13.25@13.50
Packing sows, smooth and rough	9.25@11.40	9.50@11.75	9.25@11.25	9.25@11.00	9.75@10.50
Slighter pigs (130 lbs. down), med.-ch.	12.25@13.65	13.00@14.00		12.75@13.75	
Av. cost and wt., Wed. (pigs excluded)	11.82-276 lb.	13.93-214 lb.	11.18-302 lb.	12.63-256 lb.	11.68-249 lb.
<b>Slaughter Cattle and Calves:</b>					
STEERS (1,500 LBS. UP):					
Good-ch.	10.00@11.25		9.85@10.85	9.00@10.50	
STEERS (1,100-1,500 LBS.):					
Choice	10.75@11.50	10.50@11.25	10.25@11.35	10.00@10.90	
Good	10.00@10.75	9.75@10.75	9.65@10.65	9.00@10.40	9.00@10.00
Medium	8.40@10.25	7.00@ 9.75	7.75@ 9.75	7.00@ 9.25	7.50@ 9.00
Common	6.40@ 8.40	5.50@ 7.00	6.00@ 7.75	5.50@ 7.00	5.50@ 7.50
STEERS (1,100 LBS. DOWN):					
Choice	11.00@11.50	11.00@11.50	10.85@11.50	10.40@11.25	
Good	10.25@11.00	10.25@11.00	9.75@10.65	9.25@10.75	9.25@10.25
Medium	8.25@10.25	7.50@10.25	7.50@ 9.75	7.25@ 9.40	7.35@ 9.25
Common	6.10@ 8.40	5.50@ 7.50	5.85@ 7.75	5.50@ 7.25	5.25@ 7.35
Canner and cutter	5.00@ 6.10	4.75@ 5.50	4.75@ 5.85	4.50@ 5.50	4.00@ 5.25
LT. YRLG. STEERS AND HEIFERS:					
Good to choice (850 lbs. down)	9.35@11.25	9.75@11.25	9.40@11.25	9.25@11.00	9.00@10.50
HEIFERS:					
Good-choice (850 lbs. up)	7.90@11.00	7.75@10.00	7.00@10.10	7.00@10.25	7.15@ 8.75
Common-med. (all weights)	5.65@ 8.65	5.50@ 8.00	4.75@ 7.85	4.75@ 7.75	4.50@ 7.15
COWS:					
Good to choice	5.50@ 7.65	6.00@ 7.25	5.50@ 7.75	5.40@ 7.40	5.50@ 7.50
Common and medium	4.40@ 5.50	4.75@ 6.00	4.50@ 5.50	4.35@ 5.40	4.00@ 5.50
Canner and cutter	3.50@ 4.40	3.35@ 4.75	3.75@ 4.50	3.40@ 4.35	3.25@ 3.90
BULLS:					
Good-ch. (beef 1,500 lbs. up)	6.10@ 6.65	6.00@ 6.50	5.35@ 5.85	5.50@ 5.75	6.00@ 6.50
Good-ch. (1,500 lbs. down)	6.00@ 7.00	6.00@ 6.75	5.35@ 6.00	5.50@ 6.00	6.00@ 6.75
Can.-med. (canner and bolagna)	4.50@ 5.55	4.00@ 6.00	4.00@ 5.35	4.00@ 5.50	4.50@ 5.75
CALVES:					
Medium to choice (milk fed. exc.)	6.00@ 8.00	6.00@ 8.50	5.50@ 8.25	5.50@ 8.00	5.50@ 7.50
Cull-common	4.75@ 6.00	5.00@ 6.00	4.00@ 5.50	3.50@ 5.50	3.75@ 5.75
VEALERS:					
Medium to choice	9.50@14.25	8.50@14.25	8.00@11.50	8.00@13.00	7.50@12.00
Cull-common	6.00@ 9.50	4.50@ 8.50	5.00@ 8.00	4.00@ 8.00	4.75@ 7.50
<b>Slaughter Sheep and Lambs:</b>					
Lambs, med. to choice (84 lbs. down)	12.75@15.15	12.00@14.25	12.00@14.50	12.25@14.50	11.50@14.00
Lambs, cull-com. (all weights)	9.00@12.75	8.50@12.00	8.50@12.00	8.00@12.25	8.50@11.50
Yearling wethers, medium to choice	9.75@15.00	8.00@12.00	8.25@11.50	9.00@12.25	
Ewes, common to choice	5.00@ 7.25	3.00@ 6.00	4.25@ 6.50	4.50@ 6.75	4.00@ 6.50
Ewes, canners and cull	1.75@ 5.00	1.50@ 3.00	1.50@ 4.25	1.25@ 4.50	1.50@ 4.00

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western steers, \$6.25@8.25; fat mixed yearlings and heifers, \$5.00@6.00

**HOGS**—An erratic hog trade resulted from varying supplies during the period and a holiday at Chicago the first of the week. A very strong Monday market was followed by a severe reaction when Tuesday's Chicago market failed to justify the initial day's upturn.

Subsequently the trade recovered, especially in heavy butchers which are now 25@50c higher than last Thursday; medium weights 15@25c higher; light hogs and underweights steady to 10@15c higher. Top today was \$14.40; bulk 200 lb. down, \$14.15@14.25; 200@230 lbs. \$14.00@14.15; 240@260 lb., \$13.75@13.90; 280 lb. and up, \$13.25@13.50; packing sows, \$9.50@11.75.

**SHEEP**—Few changes occurred in the sheep trade this week. Fat lambs advanced 25 cents to a top of \$14.25 today. Bulk sales, \$14.00; with light sorts; other classes are unchanged; cull lambs, \$8.50; fat ewes, \$4.00@6.00.

### KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Sept. 9, 1926.

**CATTLE**—Grain fed steers and yearlings and the better grades of grass fat offerings that met competition of stocker and feeder buyers were in demand and closed at 25@50c higher prices. Common grassers were plentiful and held at steady to strong levels.

Yearlings topped the week at \$11.00, best medium weights \$10.65 and desirable heavies went at \$10.25. Bulk of the grain feds brought from \$9.50@10.50, wintered and short fed grass steers \$8.50@9.50 and straight grassers \$6.00@8.25.

The stock sold very unevenly with closing prices steady to 25c lower. Bulls are steady to weak and veal calves \$1.00 higher with tops at \$13.00.

**HOGS**—Closing prices on hogs are uneven, steady to 25c higher with weighty butchers and mixed grades showing the most advance. There has been a tendency throughout the week to close the gap in prices between heavy and light hogs, and those scaling 240 lb. up have had the call. Today's top reached \$13.80 on 180 lb. averages. Packing grades are 25@40c higher, with \$9.50@10.75 taking the bulk.

**SHEEP**—In spite of the fact that receipts for the four days were the heaviest of the year, prices on fat lambs worked

25@35c higher. Choice westerns sold up to \$14.50 with the bulk going at \$14.00@14.50. Best natives reached \$13.75 with others at \$13.00@13.50.

Aged sheep are mostly 50c higher. Heavy range wethers scaling 144 lb. sold at \$7.65 and most of the fat ewes cleared from \$6.00@6.75.

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minn. Department of Agriculture.)

St. Paul, Minn., Sept. 8, 1926.

**CATTLE**—Impending Jewish holidays, together with downturns at most outside markets, made for an uneven 25@50c break on most grass fat killing classes here. Steers were the one exception, these holding steady owing to a scarcity of numbers.

A new top of \$10.50 was paid for yearlings, bulk of all dryfeds selling at \$9.00@10.00. Weighty range steers also reached a new top, earning \$8.65. Other desirable grades sold at \$7.25@8.00, bulk \$6.00@7.25.

The break in the stock found most fat cows selling today at \$4.25@5.50; heifers from \$5.25@6.50; all cutters at \$3.50@4.00. Bulls held at \$5.00@5.50, while veals dropped down to \$12.00.

**HOGS**—Considerable unevenness has been noted in the hog market for the period under review, although light hogs are about steady with 140@190 lb. averages at \$13.50; 240@350 lb. butchers at \$12.50@12.75.

Packing sows are from 25@75c higher for the week, with bulk around \$10.25, some 25c either way. Pigs are mostly steady at \$13.25.

**SHEEP**—Fat lambs are mostly 25c lower with bulk at \$12.50@13.50, culls and sheep about steady, most culls \$9.00@9.25, fat ewes \$4.00@6.00 to packers.

### ST. JOSEPH.

(Special Letter to The National Provisioner.)

St. Joseph, Mo., Sept. 8, 1926.

**CATTLE**—Cattle receipts for two days around 10,000 and were mostly westerns.

Fed steers and yearlings scarce, market 15@25c higher. Western steers steady to 10c lower. Best fed steers \$10.25, most sales \$9.50@10.00. Western steers mostly \$6.35@7.75, with wintered Kansas \$8.00@9.50.

Best mixed yearlings \$10.60, others \$9.00@9.85. Butcher stock weak to 25c lower.

Most fair to good cows \$4.75@5.75, canners and cutters \$3.75@4.50. Grass heifers largely \$6.00@7.25, odd head of fed kinds up to \$10.25.

Bulls 15@25c lower, bolognas \$4.50@5.50, choice kinds higher. Calves uneven, top \$13.00.

**HOGS**—Hog receipts light, around 7,500 for the two days. Market 15@25c lower, to-day's top \$13.75 on lights, and bulk of good hogs \$12.00@13.75. Packing sows \$9.75@10.75.

**SHEEP**—Receipts liberal and practically all westerns. Lambs 10@15c lower, sheep steady. To-day's top on western lambs \$14.25. Native lambs \$13.00@13.50. Fat ewes \$6.00@6.25.

### SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Sept. 8, 1926.

**CATTLE**—Middle of the week finds the market in very good condition except in the case of grass cows. These are coming very freely and the market for this class of beef has become oversupplied.

Choice to prime corn fed steers and yearlings are strong to 25c higher for the week, while other grades in the steer line are steady. Grass she stock is around 15@25c lower for the week.

Prime yearlings of around and under 1,000 lbs. have sold at \$11.00; very choice heavy up to \$10.60, although the heavyweights are hardly quotable above \$10.00. Bulk of good to choice steers and yearlings, \$9.25@10.50; fair to good all weights, \$8.50@9.25; common from \$8.00 down.

Bulk of grass cows, \$4.50@5.50; grass

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W. L. Kennett, Louisville, Ky.

F. L. Murray, Nashville, Tenn.

C. B. Heinemann, Service Manager, Chicago



heifers, \$5.50@7.00, a few extra lots \$7.50. Top veal calves, \$13.00. Total cattle for the half week, 16,800.

**HOGS**—Hogs today were around steady for light weights and 15@25c higher for good smooth light sows, mostly around steady for all other grades of hogs. The best light weights of around 200 lbs. and down sold at \$13.50; bulk, \$13.00@13.40; light butchers, 210@230 lbs., \$12.75@13.25; heavy mediums, \$12.00@12.75; big heavy, \$11.00@12.00; best of the shipper sows, 300 lbs. and down, \$10.50@11.00.

Bulk packing sows, \$10.25@10.50; extremely heavy sows, \$9.75@10.00; throwouts, \$9.25@9.50. Pigs, \$12.00@13.00 for natives; \$13.00@15.00 for westerns. Total hogs for the half week 19,800.

**SHEEP**—Sheep were steady with lambs at \$14.00 for best.

### SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending September 4, 1926.

CATTLE			
	Week ending Sept. 4.	Prev. week.	Cor. week 1925.
Chicago	35,263	31,478	29,791
Kansas City	39,723	33,705	33,254
Omaha	25,460	22,797	20,050
E. St. Louis	17,143	15,890	13,590
St. Joseph	12,862	9,856	8,481
St. Louis City	8,043	9,176	8,127
Cudahy	1,218	1,218	983
Pl. Worth	6,573	8,059	8,059
Philadelphia	2,312	2,312	2,093
Indianapolis	4,889	3,911	1,183
Boston	1,702	1,493	1,352
N. Y. and Jersey City	11,006	10,294	8,492
Oklahoma City	6,196	4,706	6,753
Total	172,281	154,233	134,138
HOGS			
	Week ending Sept. 4.	Prev. week.	Cor. week 1925.
Chicago	78,200	90,300	87,800
Kansas City	10,407	16,043	16,414
Omaha	28,411	23,959	29,101
East St. Louis	24,085	24,218	24,753
St. Joseph	10,330	12,137	14,849
St. Louis City	22,606	26,183	25,319
Cudahy	14,164	14,164	12,587
Fort Worth	3,035	1,849	1,849
Philadelphia	17,139	13,779	11,088
Indianapolis	14,319	10,710	17,550
Boston	10,078	10,710	8,061
New York & Jersey City	37,312	35,897	35,306
Oklahoma City	2,618	2,860	4,519
Total	294,550	288,815	287,356
SHEEP			
	Week ending Sept. 4.	Prev. week.	Cor. week 1925.
Chicago	58,182	53,037	74,290
Kansas City	23,018	24,148	21,003
Omaha	40,434	34,338	32,636
East St. Louis	10,017	15,645	8,054
St. Joseph	15,969	17,331	13,761
St. Louis City	4,539	4,090	5,175
Cudahy	587	587	476
Fort Worth	1,735	3,098	3,098
Philadelphia	7,517	7,119	5,880
Indianapolis	1,362	1,362	1,362
Boston	7,530	4,764	5,877
New York & Jersey City	58,541	50,421	51,388
Oklahoma City	307	211	37
Total	220,094	217,939	219,880

### MOTOR TRUCK MAKERS BUSY.

Confidence in the business outlook for the remainder of this year is expressed by the Autocar Company as a result of the company's mid-summer conference of branch managers, just completed at the factory at Ardmore, Pa. Because of the large number of direct factory branches of this company, located in important industrial centers in various parts of the country, the company is in a position to ascertain national business sentiment. Motor trucks, furthermore, are generally considered a good barometer because they are essential transportation units in every basic industry.

"Present prosperous conditions appear sound," stated President L. L. Woodward at the close of the conference. "We base this prediction not only on the business outlook of the present but upon the vigorous demand that has existed in the half-year just closed and that still continues."

The Autocar Company will reach its 30th anniversary next year. It is one of the few surviving pioneers of the automotive industry. At the conference, additions to the present line were announced, to include trucks with the motor out in front and a new delivery car. The regular line of short wheelbase Autocar trucks, with engine under the seat, will be continued in full.

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Sept. 4, 1926, are reported to The National Provisioner as follows:

CHICAGO.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	9,857	8,700	16,345
Swift & Co.	8,456	7,200	22,853
Morris & Co.	3,380	3,800	8,718
Wilson & Co.	6,526	6,000	10,206
Anglo-Amer. Prov. Co.	1,850	400	.....
G. H. Hammond Co.	3,598	2,000	.....
Libby, McNeill & Libby	1,589	.....	.....
Brennan Packing Co.	5,500 hogs;	Miller & Hart,	.....
3,000 hogs;	Independent Packing Co.	4,200 hogs;	.....
Boyd, Lunham & Co.	2,000 hogs;	Western Packing &	.....
Provision Co.	8,700 hogs;	Roberts & Oake,	3,900 hogs;
others,	21,000 hogs.	.....	.....
Total	26,656	12,774	14,568
KANSAS CITY.			
	Cattle.	Calves.	Hogs.
Armour & Co.	4,579	2,444	2,810
Cudahy Pkg. Co.	5,100	2,464	2,137
Fowler Pkg. Co.	928	71	1
Morris & Co.	3,774	2,411	2,085
Swift & Co.	6,218	3,722	3,657
Wilson & Co.	6,087	1,732	3,879
Local butchers	.....	.....	.....
Total	26,656	12,774	14,568
OMAHA.			
	Cattle.	Calves.	Hogs.
Armour & Co.	5,325	9,318	10,057
Cudahy Pkg. Co.	5,933	6,582	10,070
Dold Pkg. Co.	1,620	5,195	.....
Morris & Co.	3,347	3,866	6,612
Swift & Co.	6,581	6,337	11,885
Hoffman Pkg. Co.	71	.....	.....
Mayerowich & Vall.	53	.....	.....
Glaser & M. Prov. Co.	55	.....	.....
John Roth & Sons	71	.....	.....
Rife Pkg. Co.	29	.....	.....
So. Omaha Pkg. Co.	191	.....	.....
Lincoln Pkg. Co.	407	.....	.....
Morrell Pkg. Co.	15	.....	.....
Nagle Pkg. Co.	17	.....	.....
Sinclair Pkg. Co.	180	.....	.....
Wilson & Co.	203	.....	.....
Kennett-Murray Co.	.....	2,299	.....
J. W. Murphy	.....	3,954	.....
Other hog buyers, Omaha	.....	11,856	.....
Total	24,170	49,407	38,624
ST. LOUIS.			
	Cattle.	Calves.	Hogs.
Armour & Co.	3,616	4,582	3,803
Swift & Co.	5,256	5,548	4,290
Morris & Co.	3,336	3,574	2,374
St. Louis Dressed Beef Co.	1,691	.....	.....
Independent Pkg. Co.	1,018	.....	.....
East Side Pkg. Co.	2,113	2,782	.....
Hell Pkg. Co.	1,103	.....	.....
American Pkg. Co.	68	600	40
Krey Pkg. Co.	70	1,818	.....
Sartorius Pkg. Co.	.....	541	.....
Siclot Pkg. Co.	71	1,598	20
Bro. Bros.	75	1,066	.....
Butchers	28,098	52,482	13,591
Total	45,421	75,504	24,189
ST. JOSEPH.			
	Cattle.	Calves.	Hogs.
Swift & Co.	3,836	2,010	5,197
Armour & Co.	2,903	439	2,629
Morris & Co.	2,744	1,090	2,346
Others	3,531	851	8,160
Total	12,717	4,090	18,332
INDIANAPOLIS.			
	Cattle.	Calves.	Hogs.
Eastern buyers	2,000	4,139	21,525
Kingman & Co.	1,709	507	10,165
Armour & Co.	361	62	2,096
Indianapolis Abat. Corp.	1,448	355	.....
Hilgemeyer Bros.	.....	474	.....
Brown Bros.	400	17	.....
Bell Pkg. Co.	71	328	.....
Schussler Pkg. Co.	.....	296	.....
Riverview Pkg. Co.	11	239	.....
Meier Pkg. Co.	107	17	256
Ind. Prov. Co.	19	8	202
A. Wabnitz	3	59	.....
Hoosier Abt. Co.	33	.....	.....
Others	622	95	238
Total	6,544	5,259	35,879
OKLAHOMA CITY.			
	Cattle.	Calves.	Hogs.
Morris & Co.	1,902	1,005	144
Wilson & Co.	2,104	988	2,287
Other butchers	107	.....	187
Total	4,203	1,993	2,618
DENVER.			
	Cattle.	Calves.	Hogs.
Swift & Co.	1,103	381	1,254
Armour & Co.	852	172	1,545
Blayne-Murphy Co.	963	179	1,812
Others	680	328	379
Total	3,638	1,060	4,990
ST. PAUL.			
	Cattle.	Calves.	Hogs.
Armour & Co.	3,417	3,570	8,995
Cudahy Pkg. Co.	526	1,199	2,476
Hertz Bros.	228	62	.....
Swift & Co.	4,737	5,401	14,181
United Pkg. Co.	213	215	7
Others	1,286	320	3,284
Total	11,407	10,857	28,906

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,469	1,189	3,080	1,367
Dold Pkg. Co.	533	38	3,818	.....
Local butchers	253	.....	.....	.....
Total	2,275	1,227	6,898	1,367

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,675	514	7,931	1,505
Armour & Co.	2,374	540	6,805	1,290
Swift & Co.	1,885	752	3,772	1,621
Sacks Pkg. Co.	260	33	45	.....
Smith Bros. Pkg. Co.	40	15	20	.....
Local butchers	89	14	17	.....
Order buyers and packer shipments	1,702	12	9,006	.....
Total	9,025	1,880	28,396	4,416

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	711	233	2,686	218
Kroger Groc. & Bak. Co.	285	99	1,295	.....
Gus Juengling	118	148	.....	79
J. & F. Schroth Pkg. Co.	19	.....	2,380	.....
H. Meyer Pkg. Co.	26	.....	2,857	.....
J. Hilber's Sons	184	6	4,991	.....
A. Sander Pkg. Co.	6	.....	1,582	.....
Sam Gall	9	.....	236	.....
J. Schlacter's Sons	144	191	.....	175
Wm. G. Rehn's Sons	149	81	.....	.....
Total	1,651	758	10,780	733

### RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending September 4, 1926, with comparisons:

CATTLE.			
	Week ending Sept. 4.	Prev. week.	Cor. week 1925.
Chicago	35,263	31,478	29,791
Kansas City	26,556	24,170	24,570
Omaha	24,170	23,220	18,187
St. Louis	45,421	36,034	36,740
St. Joseph	12,717	9,465	11,817
St. Louis City	9,025	9,453	8,382
Oklahoma City	4,203	3,199	4,554
Indianapolis	6,544	4,991	6,763
Cincinnati	1,651	1,439	.....
Milwaukee	.....	2,789	2,308
Wichita	2,275	2,301	1,712
Denver	3,638	3,638	1,511
St. Paul	11,407	11,119	11,318
Total	182,970	163,536	156,833
HOGS.			
	Week ending Sept. 4.	Prev. week.	Cor. week 1925.
Chicago	78,200	90,300	87,800
Kansas City	14,568	16,043	16,181
Omaha	49,407	44,208	48,770
St. Louis	75,504	70,785	63,236
St. Joseph	18,332	21,763	25,229
St. Louis City	28,396	32,692	33,334
Oklahoma City	2,618	2,860	4,519
Indianapolis	35,879	34,860	30,729
Cincinnati	10,780	10,991	.....
Milwaukee	.....	7,717	4,331
Wichita	6,898	6,706	7,503
Denver	4,990	4,990	6,113
St. Paul	28,906	26,332	26,147
Total	354,568	369,952	359,961
SHEEP.			
	Week ending Sept. 4.	Prev. week.	Cor. week 1925.
Chicago	58,182	53,037	74,290
Kansas City	22,594	24,148	20,570
Omaha	38,624	37,242	28,012
St. Louis	24,189	20,833	15,946
St. Joseph	18,332	15,946	17,138
St. Louis City	4,418	4,360	4,304
Oklahoma City	307	211	37
Indianapolis	7,011	7,624	4,739
Cincinnati	733	1,383	.....
Milwaukee	2,433	2,433	2,392
Wichita	1,367	993	497
Denver	4,559	4,559	1,108
St. Paul	13,001	7,513	9,930
Total	193,617	187,494	178,905

### BUFFALO AUGUST LIVESTOCK.

Receipts and disposition of livestock at Buffalo, N. Y., for the month of August, 1926, are announced as follows by the U. S. Bureau of Agricultural Economics:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	25,105	19,572	96,677	50,703
Shipments	12,249	14,336	37,287	41,363
Local slaughters	12,856	5,970	29,399	9,137

### NEW YORK LIVESTOCK.

Receipts of livestock at New York for week ending Sept. 4, 1926, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	3,413	11,235	5,639	33,757
New York .....	4,176	1,531	.....	15,867
Central Union .....	1,545	2,409	16,739	3,250
	<hr/>	<hr/>	<hr/>	
Total .....	9,134	15,175	22,378	52,404
Previous week .....	8,026	15,129	20,936	45,968
Two weeks ago .....	8,844	15,363	17,147	48,243



## HIDE AND SKIN MARKETS

## Chicago.

**PACKER HIDES**—Trading this week in the big packer market was limited, but at steady prices. Early in the week one packer sold two cars of August-September heavy native cows at 14½c. Late last week one packer sold a car of native steers at 15½c, which was an advance of one-half cent. This advance was not maintained as on Thursday of this week, one packer sold 12,000 native steers at 15c; 7,500 light native cows at 14c; 1,000 heavy Texas steers at 14c, and 4,000 butt-branded steers at 14c. All August-Septembers. Branded cows did not move; packers continue to hold at 13½c, with buyer's views 12½c. Stocks of branded cows in packer's hands are not heavy. Bid of 13c for this selection made but refused.

No trading in spready native steers, which last sold at 17c; asking price 17½c. Native steers sold at 15c; extreme light native steers held at 14½c, last sale price. Heavy native cows are 14½c. Light native cows are 14c; native bulls quoted 10c. No trading in bulls. Heavy Texas steers are steady at 14c; light Texas steers quoted 13½c; extreme light Texas 13 to 13½c; Colorado steers 13½c; branded cows 13½c; branded bulls 8 to 8½c.

**SMALL PACKER HIDES**—Three killers are still unsold on August hides. Last sale price for small packer, all-weight native steers and cows was 14½c, August take-off; 13½c for branded. Asking prices of one-quarter cent more on these selections are disregarded by buyers whose views are one-half cent under packer's asking figures. Fourteen and one-half cents and fourteen and one-quarter cents are now asked for September natives. Small packer native bulls last sold at 10½c for August; branded bulls quoted 8c.

**COUNTRY HIDES**—The country hide market is firm. Extremes have the preferred call but there also is inquiry for buffs. Extremes are quoted 13 to 14c, according to description. Some dealers are asking higher. Buffs are held at 10½c to 11c, according to quality. Hides, 60 lbs. and up, are quoted 9½c to 10c, according to description. The inside figure was paid. All-weights are held at 10½ to 11c, for choice. Country branded hides 8½ to 8¾c; native bulls 7½ to 8c.

**HIDE MOVEMENT.**—Receipts of hides at Chicago for week ending Sept. 4, 2,747,000 lbs.; previous week, 3,129,000 lbs.; same week, 1925, 2,995,000 lbs.; from Jan. 1 to Sept. 4, 116,293,000 lbs., same period, 1925, 126,288,000 lbs.

Shipments of hides from Chicago for week ending Sept. 4, 4,074,000 lbs., previous week, 4,314,000 lbs., same week, 1925, 5,197,000 lbs.; from Jan. 1 to Sept. 4, 177,220,000 lbs.; same period 1925, 163,866,000 lbs.

**CALFSKINS.**—Packer calfskin market continues dormant. As previously reported, the last sale price realized some weeks ago was 20½c and the best bids received since are 19c. Buyers are holding off for a compromise figure, as stocks accumulate. Quoted 20 to 20½c.

City calfskins are also neglected. Asking prices are 18c, with 17½c bid. Outside cities are quoted 17c.

Packer kipskins continue strong, with the market sold up to first of September, as previously reported. Natives last sold at 19c and 17c was paid for overweight. City kip was quoted 17½c; outside cities 16½c to 17c; resalted lots 15½ to 16c; countries 14 to 14½c. Regular packer slunks are sold up to September 1, at 90c; hairless slunks are around 60c; small packer slunks are held at 70 to 75c.

**HORSEHIDES.**—Horsehides continue quiet as last reported. Straight city renders quoted \$4.50 to \$4.75; outside lots held at \$4.25 to \$4.50; mixed \$3.75 to \$4. Ponies and glues half price.

**SHEEPSKINS.**—Packer shearlings last brought \$1.47½ as previously reported. Small packer shearlings are quoted \$1.35, the last sale price. Pickled skins, for big packer straight run of lambs, \$10.25, last sale price. Blind rabbies around \$10.75.

**PIGSKINS.**—Market continues unchanged. No. 1 pigskin strips 6 to 7c; No. 2's, inedible grades 4½ to 4¾c.

## New York.

**PACKER HIDES.**—The packer market is well sold up to the first of September. Five cars of native bulls, August take-off, kosher kill, sold at 10c. August native steers last brought 15c and there are limited offerings of this selection. Spread native steers quoted 17c, the last sale price.

**COUNTRY HIDES.**—Trading in country hides is quiet. The call is for extremes.

**CALFSKINS.**—New York calfskins are quoted at last sale prices of \$1.70; 7-9's at \$2.10 and 9-12's at \$2.70. Kips are well cleaned up. Quoted at last sales prices \$3.25 for 12 to 17 lbs.; \$2.75 for butter-milks and \$4 for 17 lbs. and up.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending September 11, 1926, with comparisons, are reported as follows:

PACKER HIDES.				
	Week ending Sept. 11, '26.	Week ending Sept. 4, '26.	Cor. week, 1925.	
Spready native steers	17	17½	17½	18½@19c
Heavy native steers	15	15	15	17½@18c
Heavy Texas steers	14	14	14	16
Heavy butt branded steers	14	14	14	16½c
Heavy Colorado steers	13½	13½	13½	15c
Ex-Light Texas steers	13	13½	13½	14½n
Branded cows	13½@13½ax	13½@13½ax	14	14
Heavy native cows	14½	14½	14½	17½
Light native cows	14	14	14	15½
Native bulls	10	10½	10½	13½c
Branded bulls	8½@9	8½@9	8½@9	11½c
Calfskins	19½@20½ax	19½@20½ax	22½	22½
Kips	12½	12½	12½	12½
Kips, over't	17	17	17	18½c
Kips, branded	15c	15c	15c	16½c
Slunks, regular	60	60	60	60
Slunks, hairless	55	55	55	60c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

## CITY AND SMALL PACKERS.

	Week ending Sept. 11, '26.	Week ending Sept. 4, '26.	Cor. week, 1925.	
Natives, all weights	11c	11½c	11c	12c
Br. hds.	13½c	13½c	13½c	14½c
Bulls, native	10½c	10½c	10½c	13c
Branded bulls	8	8	8	8½c
Calfskins	17½@18c	17½@18½c	18½c	18½c
Kips	16	16	16	17c
Slunks, regular	70	70	70	70ax
Slunks, hairless	25	25	25	30n

## COUNTRY HIDES.

	Week ending Sept. 11, '26.	Week ending Sept. 4, '26.	Cor. week, 1925.	
Heavy steers	10	10½ax	10	13½c
Heavy cows	9	9½c	9	12½c
Butts	10½@11c	10½@11c	12½@13c	13c
Extremes	13½@14c	13½@14c	14½@15c	15c
Bulls	8	8	8	10½c
Calfskins	14	14½c	14	17c
Kips	13	13½c	13	15c
Light Calf	8.00@9.05	8.00@9.05	8.10@8.15	1.05
Deacons	8.00@9.05	8.00@9.05	8.10@8.15	1.05
Slunks, regular	50.00@50.05	50.00@50.05	50.00@50.05	1.00
Slunks, hairless	40.00@40.05	40.00@40.05	40.00@40.05	1.00
Horsehides	4.00@5.00	4.00@5.00	4.50@5.50	5.50
Hogskins	30.00@30.05	30.00@30.05	30.00@30.05	0.30

## SHEEPSKINS.

	Week ending Sept. 11, '26.	Week ending Sept. 4, '26.	Cor. week, 1925.	
Packer lambs	1.90@2.00	1.90@2.00	2.45	2.45
Pkr. shearings	1.47½	1.47½	1.65@1.75	1.75
Dry pelts	24½@25	24½@25	30.00@30.33	30.33

## RECEIPTS AT CENTERS.

SATURDAY, SEPTEMBER 4, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	2,000	2,000
Kansas City	250	1,000	200
Omaha	300	5,000	700
St. Louis	800	2,500	800
St. Joseph	100	1,000	1,500
St. Paul	1,500	600	100
Oklahoma City	800	300	...
Fort Worth	500	200	...
Milwaukee	...	100	...
Denver	100	200	6,200
Louisville	100	500	...
Wichita	200	700	...
Indianapolis	200	3,500	...
Pittsburgh	100	500	300
Cincinnati	300	2,500	500
Buffalo	100	1,000	200
Cleveland	100	1,000	300
Nashville, Tenn.	...	400	...
Toronto	500	100	...

MONDAY, SEPTEMBER 6, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	...	Holiday	...
Kansas City	24,000	6,000	12,000
Omaha	13,500	5,500	17,500
St. Louis	12,500	9,500	1,500
St. Joseph	3,500	3,500	3,500
Sioux City	11,500	5,000	2,000
St. Paul	16,000	8,500	4,500
Oklahoma City	1,500	300	...
Fort Worth	2,500	200	...
Milwaukee	400	600	300
Denver	3,900	600	11,000
Louisville	800	800	1,200
Wichita	3,000	500	...
Indianapolis	...	Holiday	...
Pittsburgh	1,400	3,500	3,000
Cincinnati	...	Holiday	...
Buffalo	1,600	8,300	6,000
Cleveland	700	3,300	2,000
Nashville, Tenn.	200	600	1,000
Toronto	...	Holiday	...

TUESDAY, SEPTEMBER 7, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	28,000	40,000	29,000
Kansas City	14,000	6,000	12,000
Omaha	9,000	9,500	44,000
St. Louis	7,500	12,500	2,000
St. Joseph	2,700	4,500	8,000
Sioux City	3,500	7,000	1,000
St. Paul	4,300	6,000	3,000
Oklahoma City	1,300	300	...
Fort Worth	2,000	500	500
Milwaukee	600	2,500	500
Denver	400	1,200	5,000
Louisville	100	1,000	1,000
Wichita	900	1,000	300
Indianapolis	1,700	9,000	1,200
Pittsburgh	1,200	1,500	500
Cincinnati	2,700	5,000	700
Buffalo	300	1,100	600
Cleveland	100	1,700	500
Nashville, Tenn.	100	1,100	800
Toronto	2,700	400	2,400

WEDNESDAY, SEPTEMBER 8, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	18,000	18,000
Kansas City	13,000	6,000	12,000
Omaha	10,000	9,000	28,000
St. Louis	10,000	11,000	4,500
St. Joseph	4,000	4,000	5,000
Sioux City	3,500	3,500	2,000
St. Paul	4,000	7,500	4,000
Oklahoma City	1,000	900	...
Fort Worth	3,000	300	500
Milwaukee	1,200	1,500	400
Denver	1,000	1,500	15,000
Louisville	200	1,300	1,400
Wichita	500	1,200	200
Indianapolis	1,100	5,000	400
Pittsburgh	100	1,500	800
Cincinnati	1,500	3,500	1,800
Buffalo	200	2,000	600
Cleveland	300	2,500	900
Nashville, Tenn.	100	1,000	1,200
Toronto	800	1,500	2,500

THURSDAY, SEPTEMBER 9, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	12,000	25,000	19,000
Kansas City	5,000	5,000	15,000
Omaha	4,500	6,500	10,000
St. Louis	3,500	14,500	2,000
St. Joseph	2,000	3,000	6,000
Sioux City	2,500	5,500	1,600
St. Paul	5,000	6,000	2,000
Oklahoma City	700	300	...
Fort Worth	2,500	300	200
Milwaukee	700	2,500	400
Denver	700	2,100	124
Wichita	600	1,200	300
Indianapolis	1,200	4,000	1,000
Pittsburgh	50	1,800	500
Cincinnati	1,100	3,800	2,900
Buffalo	500	1,500	250
Cleveland	200	2,200	800

FRIDAY, SEPTEMBER 10, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	4,000	15,000	25,000
Kansas City	2,000	2,500	5,000
Omaha	1,800	8,000	10,500
St. Louis	2,000	11,500	2,000
St. Joseph	1,000	2,200	4,500
Sioux City	1,500	6,500	1,000
St. Paul	2,200	5,500	1,500
Oklahoma City	600	200	...
Fort Worth	1,200	300	600
Milwaukee	200	1,500	100
Denver	1,500	800	11,500
Wichita	300	1,500	100
Indianapolis	600	6,000	800
Pittsburgh	...	2,000	600
Cincinnati	...	2,300	1,100
Buffalo	400	3,700	1,200
Cleveland	200	2,300	600

# ICE AND REFRIGERATION

## ICE NOTES.

Redlands Ice & Cold Storage Company plans to construct a new cold storage plant in San Bernardino, Calif.

Overstreet Ice Factory has just completed a new ice and cold storage plant in Wadley, Ga., at a cost of around \$40,000.

It is reported that R. A. Watson of Chicago plans to rebuild his cold storage plant in Valley, Ill., which was recently destroyed by fire.

Louisiana Ice & Utilities Company plans to build a new cold storage plant in Baton Rouge, La., at a cost of around \$150,000.

The Luly Abattoir Company 567 N. Cleveland avenue, St. Paul, Minn., is said to have plans completed for the erection of a new cold storage plant which will cost in the neighborhood of \$150,000.

It is reported that the Producers Cold

Storage Company plans to erect a new plant in Maryville, Mo.

Pearce-Young-Angel Company, 129 Roberts street, Asheville, N. C., has let contract for the erection of a new cold storage warehouse, at a cost of around \$100,000.

Wolcott Cold Storage & Ice Company is erecting an addition to its plant in Wolcott, N. Y.

Newark Cold Storage & Ice Company plans to erect a new cold storage plant in Newark, N. J.

## COOLER AIR CIRCULATION.

(Continued from page 21.)

which these refrigerated rooms are constructed.

Furthermore, this danger of spoilage of

meat products is not the only item which should be considered, for under these conditions an excessive amount of refrigeration is required to maintain the desired temperature.

Forced air circulation and humidity control is being used with equal success in Beef Chilling Rooms, Hog Chilling Rooms, Beef Storage Rooms, Beef Sales Rooms, Sausage Curing Rooms and Sausage Coolers.

## Improper Ventilation Causes Loss.

On account of their coolers being improperly piped for refrigeration, and many with open ventilators at the ceiling or other parts thereof, packers are not operating their coolers efficiently or economically, and as a result, their operating expenses are considerably greater than is necessary.

Ventilation, the admittance of outside air in refrigerated rooms, is contrary to the laws of refrigeration. Furthermore, it causes excessive moisture and loss of refrigeration.

Outside air is not only warmer, but it is saturated with water and laden with impurities. Pure, outside air, free of all foreign gases, dust, germs, etc., is impossible to procure in cities or adjacent to thickly-populated communities or manufacturing districts.

While there are many who cling to ventilation, and similar old ideas, yet it has been thoroughly demonstrated that ventilation is not only costly but a serious mistake, and should be discontinued.

The natural heat leakages through the insulated walls, and in the opening and closing of the cooler doors in the daily receiving and delivering of products, furnishes all and frequently more outside air than should be admitted into refrigerated rooms.

## Forced Air Points Summarized.

The advantages of forced air circulation and humidity control are summarized as follows:

Through forced air circulation and humidity control even, unvarying temperatures, positive uniform air circulation, proper relative humidity are maintained throughout all parts of refrigerated rooms.

The accumulation of moisture within refrigerated rooms and upon products therein is removed and prevented.

Products are more rapidly, evenly and uniformly cooled to the desired temperature at a 25 per cent to 35 per cent saving in refrigeration, with an equal increased capacity in the cooling and handling of products.

And these products can be successfully carried under refrigeration from thirty to ninety days longer than is possible under any other method.

Forced air circulation and humidity control is the only means whereby the cold air at the floor level is utilized. And this results in the conservation of refrigeration, which is readily recognized at the power plant and in the consumption of fuel.

Actual tests before and after an installation showed:

At the time of installation the temperature was 38° F. Forty-five minutes after operating the temperature was lowered to 30° F.—a lowering of 8° F. within forty-five minutes, which necessitated the pinching down of the refrigeration in order to maintain the desired temperature of 38° F.

The refrigeration was shut off entirely at 10 p. m., and the temperature maintained therein through forced air circulation and humidity control until 6 a. m. the following morning without any perceptible variation.

This system of forced air circulation and humidity control can be installed without extensive alterations.

## Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue  
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

## Novoid Corkboard Insulation

Made of specially selected, clean, dry cork granules. Compressed and baked in double width molds, split and finished full standard 12"x36"—no "green centers" possible.

Write Dept. 42 for Literature and Sample.

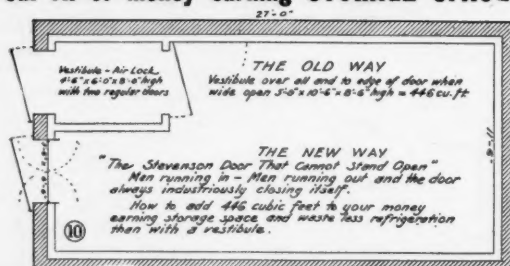
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## SAVE 450

cu. ft. of money earning STORAGE SPACE

Cut out all costs for construction and operation of vestibule air locks. Our Service Sheets—free on request—show how to do it. Write for them today.

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STORAGE DOOR CO.  
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# \$STOP COLD AIR LEAK\$



Made in 5 sizes to fit any door. Cut above shows size No. 0 Jumbo for cold storage doors.

EQUIP your refrigerators and cold storage rooms with the genuine Wirfs "Airtite" Cushion Door Gasket—a flexible, rubberized, insulated strip that is widely known as the most efficient gasket made. Used by refrigerating and cold storage plants. Makes a great big saving on your refrigeration costs by preventing continuous loss of cold air through door contacts. Send for samples and prices.

E. J. WIRFS ORGANIZATION

Sole Manufacturer and Patentee

113 S. 17th St., Saint Louis, U. S. A.

### OUR SUMMER HOMES AT THE NORTH POLE

THE cold rush is on! From all points of the globe, folks are migrating here to avoid the heat. The boom of the Pole is approximating in size the boom in Florida—twenty years ago. And why not? There's *everything* here—luxuries as well as necessities—movies, apartments, cozy bungalows, mansions—all constructed of arctic blocks. No worry about summer heat *here!* Business is running along "as usual"—everybody is living a perfectly normal life—and the North Pole region is approaching "top" position in world affairs.

Regardless of changes, mechanical refrigeration will maintain its importance in the preservation of perishables. And Jamison Doors—always closely linked with refrigeration—will continue serving just as ably and efficiently as now. As quickly as plant operators are putting these doors to the test, just that quickly do they gain new friends. In twenty years time Jamison Doors will surely have a greater host of boosters.



20 Years from Now!

# Jamison Doors

Jamison Cold Storage Door Company  
Hagerstown Maryland U. S. A.



# Chicago Section

James G. Cownie, of the Jacob Dold Packing Co., Buffalo, N. Y., was a business visitor in Chicago this week.

President S. T. Nash, of the Cleveland Provision Co., Cleveland, Ohio, was in Chicago this week on business.

T. W. Taliaferro, president of Hammond Standish Co., Detroit, Mich., made one of his flying trips to Chicago during the week.

President Jay E. Decker, of Jacob E. Decker & Sons Co., Inc., Mason City, Ia., was seen on the Chicago Board of Trade this week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 36,673 cattle, 10,212 calves, 45,889 hogs and 30,325 sheep.

E. C. Merritt, general manager of the St. Louis Independent Packing Co., St. Louis, Mo., was again in the city this week. Ed is getting to be quite regular in his appearances in the Windy City.

The famous Minnesota father and son team—President George A. Hormel and Vice-President Jay C. Hormel, of George A. Hormel & Co., Austin, Minn.—were in the city this week on business. You have to go some to get ahead of these two.

Provision shipments from Chicago for the week ending Sept. 4, 1926, with comparisons, are reported as follows:

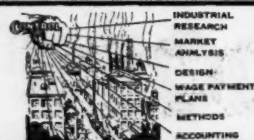
	Last wk.	Prev. wk.	Cor. week, 1925.
Cured meats, lbs.	16,194,000	15,124,000	19,874,000
Fresh meats, lbs.	35,397,000	32,828,000	37,459,000
Lard, lbs.	7,592,000	5,996,000	15,477,000

Prices realized on Swift & Company

George F. Pine      Walter L. Munnecke  
**Pine & Munnecke Co.**  
Packing House & Cold Storage  
Construction; Cork Insulation &  
Overhead Track Work  
510 Murphy Bldg.      Detroit, Mich.      155 Congress Street

H. F. Henschien      R. J. McLaren  
**HENSCHEN & McLAREN**  
Architects  
1637 Prairie Ave.      Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

**D. I. Davis and Associates**  
624 South Michigan Avenue  
CHICAGO, ILL.



**GRICE ASSOCIATES**  
INCORPORATED  
Consultants to Management  
METROPOLITAN BANK BLDG.  
MINNEAPOLIS.      MINNESOTA

**PACKERS ARCHITECTURAL & ENGINEERING CO.**  
WILLIAM H. KNEHANS, Chief Engineer  
**ABATTOIR PACKING AND COLD STORAGE PLANTS**  
Manhattan Building, Chicago, Ill.      Cable Address, Pacarco

sales of carcass beef in Chicago for week ending Saturday, September 4th, 1926, on shipments sold out were as follows: Cows, common to good, 10@13c; steers, common to medium, 13@15.50c; steers, good to choice, 16@19c; and averaged 13.77 cents a pound.

F. W. Fillmore, general manager of the Metropolitan Abattoirs Board, Adelaide, South Australia, was a visitor in Chicago this week. Mr. Fillmore is especially interested in looking over the different methods of rendering used in this country. The Metropolitan Abattoirs render large quantities of product, as the result of the annual slaughter of 50,000 cattle, 40,000 hogs, 30,000 calves and a half million sheep and lambs.

## COLLEGE COURSE AFLOAT.

Richard Dold, son of Vice President Frederick W. Dold, of the Jacob Dold Packing Co., Wichita, Kas., has found a college course for the coming year which he finds even more attractive than anything offered. That is a "Round the World" cruise with a party of students and instructors, sailing from New York on September 18. It is known as the "University Afloat," and Richard will take five subjects in a course which will be credited in any college in the United States. When he returns he probably will be able to qualify as an A.B., as well as a B.A. or a B.S.

*Carcass beef sells chiefly on its good looks. What ruins the looks of a carcass? How should the carcass "splitter" work to prevent this? Ask THE BLUE BOOK, the "Packer's Encyclopedia."*

## Packing House Products

Oldest Brokers in Our Line

Tallow      Grease      Provisions      Oils      Tankage      Bones      Cracklings      Hog Hair

**The Davidson Commission Co.**

Carcass Beef—P. S. Lard—Green Pork  
Boneless Beef—Ref. Lard—Cured Pork  
Quick Reliable Service Guaranteed  
Eight Phones      Postal Telegraph Building  
All Working      CHICAGO, ILL.

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BROKER  
2109 Union Central Bldg., Cincinnati, O.  
Provisions, Oils, Greases and Tallow  
Offerings Solicited

## PORK IN THE WORLD WAR.

(Continued from page 35.)

ized the Food Administrator to set in motion the food conservation work and to gather such voluntary forces as he could secure.

### Mr. Hoover's Views on Control.

The philosophy which underlay the work of the Food Administration is expressed in the following quotation from an address made by Mr. Hoover before the Chamber of Commerce of the United States on September 10, 1917:

"We shall find as we go on with the war and its increasing economic disruption, that first one commodity after another will need to be taken under control. We will, however, profit by experience if we lay down no hard and fast rules, but if we deal with each situation on its merits.

"So long as demand and supply have free play in a commodity we had best leave it alone. Our repairs to the break in normal economic control in other commodities must be designed to repair the break, not with a view to setting up new economic systems or theories."

The Food Control Act gave no authority to fix prices of food products either raw or ready for consumption, with the single exception of wheat.

Lack of capital made it impossible for the Food Administration to attempt any stabilization of the hog or pork market through commercial operations. It was necessary, therefore, to find some other means of price control, if any assurances were to be given to hog producers.

The means taken to find out what inducement in the way of price of hogs must be made to producers, in order that a sufficient supply of meats and fats for the Allies and for domestic consumption would be insured, will be described in the next issue of THE NATIONAL PROVISIONER.

## E. W. SKIPWORTH

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**TRAFFIC** Analyzed—Packers Everywhere are Satisfied Clients

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Counselor At Law  
230 Fifth Ave., New York

## Casings Trade in Europe

### Many Factors Influence Prices and Trade is Erratic

(Staff Correspondent of The National Provisioner.)

Karlsbad, Germany, Aug. 25, 1926.

The livestock situation in Central Europe is the same as it has been since the beginning of this year. Everything is expensive because the various countries are trying to bar out all foreign competition.

Exceptions are Denmark in the North and Poland in the East. The first named is a relatively free-trading country and the latter one a high protectionistic country.

### High Hogs Hurt Casings Trade.

The high prices for hogs in Europe and the bad economic situation of Europe, especially the sausage consuming country—Germany—are to blame for the slow trade in casings since the fall of 1925. Sheep and beef casings have dropped considerably compared with the prices one year ago, whereas hog casings have maintained their position.

Fortunes have been lost by casings dealers trading in the Orient from whence today European dealers are glutted with offers at considerably lower quotations. The Soviet government, which has monopolized the Russian export trade, has big stocks of rings on hand in all Europe and the United States.

But instead of going with the market the Soviet government prefers to hold back the goods. For the past five years these Russian people have been accustomed to have the casings dealers come and ask for sheep casings and pay higher prices every year in order to get the goods.

### Not Familiar With the Business.

As these delegates have little idea of the casings trade, they seem to think there is a combine to keep the prices for sheep casings down. And as they do not trade at their own risk as an independent merchant is obliged to do, but simply sell for the government, it is apparently all the same to them whether the goods get rusty or spoil in another way.

The only outlet at good prices is for wide and extra wide selected prime sheep casings of good quality and appearance. Prices for beef rounds vary between 24 and 26 cents c.i.f. Europe. This is a wide range, but variations in width and knots are the principal causes for it. Were it not for the large quantities of salted beef rounds from Russia the price in Europe would be much higher.

Beef bungs have been neglected for over a year and are to be had from 8 to 18 cents, according to length and quality. Beef middles from North America are quoted at \$1.40 to \$1.50 per set c.i.f. Europe because they are much narrower than the average middle gut from the Argentine, where packers quote \$1.90 to \$2.00 per set c.i.f. Europe.

Should prices for hogs in Europe, especially in Germany, come down during 1926, a better trade in beef middles is to be expected. It seems as if North American sausage-makers will be obliged to buy more Argentine middles every year.

### WHERE PACKER BUYS LIVESTOCK.

The source of the livestock slaughtered in the United States in May, 1926, with comparisons, is shown in the following table compiled by the U. S. Department of Agriculture. The figures are based on

reports from about 700 packers and slaughterers, whose kill equals nearly 85 per cent of the total kill under Federal inspection:

	Cattle		Calves		Swine		Sheep and lambs	
	Bought in public stockyards.	Other sources.	Bought in public stockyards.	Other sources.	Bought in public stockyards.	Other sources.	Bought in public stockyards.	Other sources.
1925	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Jan. ....	91.99	8.01	89.25	10.75	77.13	22.87	84.17	15.83
Feb. ....	90.14	9.86	87.80	12.14	75.03	24.97	79.25	20.75
March .....	90.93	9.07	87.42	12.58	80.56	19.44	76.65	23.35
April ....	90.28	9.72	89.19	10.81	77.12	22.88	77.18	22.82
May ....	89.25	10.75	85.74	14.26	73.33	26.67	78.91	21.09
June ....	85.72	14.28	84.61	15.39	74.05	25.95	78.27	21.73
July ....	90.38	9.62	87.70	12.30	75.73	24.27	79.30	20.70
Aug. ....	91.93	8.07	87.31	12.69	75.56	24.44	87.43	12.57
Sept. ....	91.09	8.91	83.94	16.06	76.82	23.18	84.62	15.38
Oct. ....	92.06	7.94	87.44	12.56	76.95	23.05	85.54	14.46
Nov. ....	88.86	11.14	86.85	13.15	72.43	27.57	87.76	12.24
Dec. ....	91.35	8.65	87.78	12.22	75.74	24.26	85.63	14.37
Avg. ....	90.74	9.26	87.18	12.82	75.90	24.10	82.44	17.56

1926	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.	Pct.
Jan. ....	91.31	8.69	85.64	14.36	78.86	21.14	86.43	13.57
Feb. ....	90.76	9.24	86.42	13.58	74.36	25.64	83.16	16.84
March .....	88.69	11.31	86.57	13.43	75.96	24.04	78.01	21.99
April ....	90.14	9.86	87.06	12.94	75.70	24.30	79.73	20.27
May ....	89.12	10.88	84.07	15.93	76.59	23.41	78.42	21.58

## Good Business

A Corner Conducted by John W. Hall.

### PRODUCTION vs. CONSUMPTION.

There have been millions of words written in all of earth's languages concerning the law of supply and demand, discussing the manner in which price levels influence production and consumption.

Thousands of economists have voiced their views, market prognosticators have waxed and waned. Each year there are the usual crop scares and each day there are prophets advancing theories as to the probable impending shortage of this or the oversupply of that, as applied to every essential commodity.

And the old world goes along just the same!

Have you ever heard of any specific case in the history of mankind when there wasn't a sufficient supply of every necessity for human need, when Nature has failed to take care of earth's children? You have? Well, wasn't it because of man's inefficiency—man's dumbness, or his greed or his passion, rather than any slip-up on the part of Nature?

Famines? Yes, there have been many, but never have they been universal. If crops fail in one part of the world there has always been an over abundance in some other part to keep the average up.

It rather appears that Nature, along with being man's benefactor, is also the equalizer par excellence. If she takes from one place she gives in another.

And all through life, if one could stand apart and envisage the whole scheme of things at work, it must be that there is an intricate systematization which would be readily apparent, an irresistible and unhesitating working out of a definite plan. What a comfort it is to those of us who have faith to know that a Beneficent Influence is guiding the destiny of the universe, and that each cog in the vast machinery is necessary and important and well known to the Master Machinist.

To sum up. It is certain that all shortages are made up and all overages absorbed, that the law of averages and the law of compensation are immutable, and that this applies to "ships and shoes and sealing wax, to cabbages and kings."

It would appear that the absolute in futility is exemplified by worrying over anything, because it will all come out in the wash—and wash day always comes!—E. H. PHEE.

## CHICAGO LIVESTOCK.

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 30.....	26,722	5,317	31,302	32,491
Tues., Aug. 31.....	11,389	2,617	19,139	25,294
Wed., Sept. 1.....	13,181	2,678	16,214	21,716
Thurs., Sept. 2.....	12,883	2,931	22,238	15,942
Fri., Sept. 3.....	5,170	1,472	17,569	7,314
Sat., Sept. 4.....	829	390	2,365	1,045

Totals this week.....	26,000	7,000	40,000	29,000
Previous week.....	38,111	7,934	50,441	37,785
Year ago.....	21,776	4,137	32,760	22,917
Two years ago.....	39,908	8,063	71,587	40,240

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 30.....	7,016	264	10,084	2,450
Tues., Aug. 31.....	4,408	151	5,568	9,558
Wed., Sept. 1.....	4,034	50	3,311	10,202
Thurs., Sept. 2.....	3,548	53	4,462	12,637
Fri., Sept. 3.....	2,130	287	5,190	5,554
Sat., Sept. 4.....	517	...	3,228	3,120

Totals last week.....	6,000	500	10,000	3,000
Previous week.....	11,424	415	15,652	12,908
Year ago.....	3,712	277	5,811	7,785
Two years ago.....	10,406	321	14,820	12,996

Receipts at Chicago Stock Yards thus far this year to Sept. 4, with comparative totals:

	1926.	1925.
Cattle.....	2,056,366	1,891,151
Calves.....	529,407	605,476
Hogs.....	4,799,811	5,539,470
Sheep.....	2,720,353	2,619,612

Combined weekly hog receipts at eleven markets for week ending Sept. 4, with comparisons:

	Week.	Year to date.
Week ending Sept. 4.....	397,000	18,053,900
Previous week.....	388,000	17,908,000
1925.....	419,000	21,010,000
1924.....	506,000	26,192,000
1923.....	566,000	25,064,000
1922.....	405,000	19,468,000

Combined receipts at seven markets for the week ending Sept. 4, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Sept. 4.....	281,000	335,000	308,000
Previous week.....	236,000	324,000	295,000
1925.....	354,000	359,000	270,000
1924.....	224,000	411,000	304,000
1923.....	285,000	463,000	287,000
1922.....	237,000	318,000	186,000

Combined receipts at seven points for 1926 to Sept. 4, 1926, with comparisons:

	*Cattle.	Hogs.	Sheep.
1926.....	6,917,000	15,425,000	7,192,000
1925.....	6,741,000	17,893,000	6,686,000
1924.....	6,705,000	21,612,000	6,772,000
1923.....	7,013,000	21,231,000	6,778,000
1922.....	6,534,000	15,827,000	6,388,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average Number weight—	Prices—
	received. lbs.	Top. Average.
*This week.....	108,500	272 \$14.00 \$11.65
Previous week.....	111,913	277 14.35 11.50
1925.....	112,177	251 13.60 12.00
1924.....	125,832	243 10.35 8.60
1923.....	150,426	242 9.75 8.45
1922.....	105,788	251 9.75 8.60
1921.....	99,554	254 9.50 7.90
Av. 1921-1925.....	119,000	248 \$10.60 \$ 9.20

\*Receipts and average weights for week ending Sept. 4, 1926, unofficial.

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
*Week ending Sept. 4.....	\$10.00	\$11.65	\$ 5.15	\$14.25
Previous week.....	9.65	11.50	5.75	14.65
1925.....	12.25	11.35	12.00	15.00
1924.....	10.00	9.90	6.25	13.40
1923.....	10.40	8.45	7.15	12.95
1922.....	9.75	8.00	6.40	12.55
1921.....	8.10	7.90	3.80	8.70
Av. 1921-1925.....	\$ 9.90	\$ 9.20	\$ 6.15	\$12.55

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Sept. 4.....	48,000	76,400	40,900
Previous week.....	41,208	85,390	55,197
1925.....	37,749	89,315	76,691
1924.....	30,026	103,319	55,474
1923.....	42,325	115,445	47,087

### \*Saturday, Sept. 4, estimated.

Chicago packers' hog slaughters for the week ending Sept. 4, 1926.

Armour & Co.....	8,700
Anglo-American.....	400
Swift & Co.....	7,200
Hammond Co.....	2,000
Morris & Co.....	3,900
Wilson & Co.....	6,000
Boyd-Lunham.....	2,000
Western Packing Co.....	8,700
Roberts & Oake.....	3,800
Miller & Hart.....	3,900
Independent Packing Co.....	4,200
Brennan Packing Co.....	5,500
Agar Packing Co.....	2,300
Others.....	18,700
Total.....	78,200
Previous week.....	80,300
1925.....	87,800
1924.....	100,100
1923.....	113,700

(For Chicago livestock prices see page 41.)



# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, September 9, 1926.

### Green Meats.

Regular Hams—		
8-10 lbs. avg.	.....	@26 1/2
10-12 lbs. avg.	.....	@26
12-14 lbs. avg.	.....	@25 1/2
14-16 lbs. avg.	.....	@25 1/2
16-18 lbs. avg.	.....	@23 1/2
18-20 lbs. avg.	.....	@22 1/2

Skinned Hams—		
14-16 lbs. avg.	.....	@25 1/2
16-18 lbs. avg.	.....	@24 1/2
18-20 lbs. avg.	.....	@22 1/2
20-22 lbs. avg.	.....	@22 1/2
22-24 lbs. avg.	.....	@15 1/2
24-26 lbs. avg.	.....	@15 1/2
26-30 lbs. avg.	.....	@15

Pics—		
4-6 lbs. avg.	.....	@18 1/2
6-8 lbs. avg.	.....	@15 1/2
8-10 lbs. avg.	.....	@14 1/2
10-12 lbs. avg.	.....	@14
12-14 lbs. avg.	.....	@13 1/2

Bellies—(square cut and seedless)		
6-8 lbs. avg.	.....	@30
8-10 lbs. avg.	.....	@27 1/2
10-12 lbs. avg.	.....	@27 1/2
12-14 lbs. avg.	.....	@25 1/2
14-16 lbs. avg.	.....	@22 1/2

### Pickled Meats.

Regular Hams—		
8-10 lbs. avg.	.....	@27 1/2
10-12 lbs. avg.	.....	@27 1/2
12-14 lbs. avg.	.....	@26 1/2
14-16 lbs. avg.	.....	@26 1/2
16-18 lbs. avg.	.....	@26 1/2
18-20 lbs. avg.	.....	@26

Boiling Hams—(house run)		
16-18 lbs. avg.	.....	@26 1/2
18-20 lbs. avg.	.....	@26
20-22 lbs. avg.	.....	@25 1/2

Skinned Hams—		
14-16 lbs. avg.	.....	@28 1/2
16-18 lbs. avg.	.....	@27 1/2
18-20 lbs. avg.	.....	@27 1/2
20-22 lbs. avg.	.....	@27
22-24 lbs. avg.	.....	@21 1/2
24-26 lbs. avg.	.....	@21 1/2
26-30 lbs. avg.	.....	@20 1/2

Pics—		
4-6 lbs. avg.	.....	@18 1/2
6-8 lbs. avg.	.....	@15 1/2
8-10 lbs. avg.	.....	@14 1/2
10-12 lbs. avg.	.....	@13 1/2
12-14 lbs. avg.	.....	@13 1/2

Bellies—(square cut and seedless)		
6-8 lbs. avg.	.....	@29 1/2
8-10 lbs. avg.	.....	@27 1/2
10-12 lbs. avg.	.....	@25 1/2
12-14 lbs. avg.	.....	@22 1/2
14-16 lbs. avg.	.....	@22 1/2

### Dry Salt Meats.

Extra short clears, 35/45.	.....	@15 1/2
Extra short ribs, 35/45.	.....	@15 1/2
Regular plates, 4-6.	.....	@13
Clear butts.	.....	@11 1/2
Jowl butts.	.....	@11 1/2

Fat Backs—		
8-10 lbs. avg.	.....	@11 1/2
10-12 lbs. avg.	.....	@12
12-14 lbs. avg.	.....	@12 1/2
14-16 lbs. avg.	.....	@12 1/2
16-18 lbs. avg.	.....	@13
18-20 lbs. avg.	.....	@13 1/2
20-25 lbs. avg.	.....	@13 1/2

Clear Bellies—		
14-16 lbs. avg.	.....	@20
16-18 lbs. avg.	.....	@19 1/2
18-20 lbs. avg.	.....	@18 1/2
20-25 lbs. avg.	.....	@17
25-30 lbs. avg.	.....	@16 1/2
30-35 lbs. avg.	.....	@16 1/2
35-40 lbs. avg.	.....	@16 1/2
40-50 lbs. avg.	.....	@16 1/2

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, SEPTEMBER 4, 1926.

	Open.	High.	Low.	Close.
LARD—				
Sept. ....	14.72 1/2	14.72 1/2	14.55	14.57 1/2
Oct. ....	14.75	14.80	14.62 1/2	14.67 1/2
Jan. ....	13.57 1/2	13.57 1/2	13.42 1/2	13.42 1/2
CLEAR BELLIES—				
Sept. ....	.....	.....	.....	16.90
Oct. ....	.....	.....	.....	16.45
SHORT RIBS—				
Sept. ....	.....	.....	.....	13.75
Oct. ....	13.60	13.60	13.50	13.50

MONDAY, SEPTEMBER 6, 1926.

Labor-Day—Board Closed.

TUESDAY, SEPTEMBER 7, 1926.

	Open.	High.	Low.	Close.
LARD—				
Sept. ....	14.15	14.55	14.40	14.55 1/2
Oct. ....	14.60	14.62 1/2	14.45	14.62 1/2
Dec. ....	13.80	13.80	13.80	13.80
Jan. ....	13.40-42 1/2	13.50	13.40	13.47 1/2
May ....	13.60	13.60	13.60	13.60
CLEAR BELLIES—				
Sept. ....	16.75	16.75	16.75	16.75
Oct. ....	.....	.....	.....	16.45 1/2
SHORT RIBS—				
Sept. ....	.....	.....	.....	13.57 1/2
Oct. ....	.....	.....	.....	13.50 1/2

WEDNESDAY, SEPTEMBER 8, 1926.

	Open.	High.	Low.	Close.
LARD—				
Sept. ....	14.57 1/2	14.57 1/2	14.45	14.45 1/2
Oct. ....	14.65-62 1/2	14.65	14.52 1/2	14.60-62 1/2
Dec. ....	.....	.....	.....	13.80 1/2
Jan. ....	13.47 1/2	13.62 1/2	13.47 1/2	13.80 1/2
May ....	.....	.....	.....	13.70 1/2
CLEAR BELLIES—				
Sept. ....	.....	.....	.....	16.50 1/2
Oct. ....	.....	.....	.....	16.30 1/2
SHORT RIBS—				
Sept. ....	.....	.....	.....	13.75 1/2
Oct. ....	13.55	13.55	13.45	13.45 1/2
Jan. ....	.....	.....	.....	13.55 1/2

THURSDAY, SEPTEMBER 9, 1926.

	Open.	High.	Low.	Close.
LARD—				
Sept. ....	14.55	14.70	14.47 1/2	14.65
Oct. ....	14.65-62 1/2	14.80	14.60	14.72 1/2-72 1/2
Dec. ....	13.90	13.90	13.90	13.90
Jan. ....	13.62 1/2-65	13.80	13.57 1/2	13.75 1/2
May ....	13.60	13.87 1/2	13.80	13.87 1/2
CLEAR BELLIES—				
Sept. ....	.....	.....	.....	16.62 1/2
Oct. ....	16.05	16.30	16.05	16.30 1/2
SHORT RIBS—				
Sept. ....	.....	.....	.....	13.75 1/2
Oct. ....	13.50	13.50	13.45	13.45 1/2

FRIDAY, SEPTEMBER 10, 1926.

	Open.	High.	Low.	Close.
LARD—				
Sept. ....	14.75	14.75	14.65	14.75
Oct. ....	14.80	14.82 1/2	14.72 1/2	14.80
Dec. ....	.....	.....	.....	13.95 1/2
Jan. ....	13.80	13.85	13.80	13.85
May ....	13.95	13.97 1/2	13.95	13.97 1/2
CLEAR BELLIES—				
Sept. ....	.....	.....	.....	16.87 1/2
Oct. ....	.....	.....	.....	16.35 1/2
SHORT RIBS—				
Sept. ....	.....	.....	.....	13.05 1/2
Oct. ....	.....	.....	.....	13.65 1/2

## FRENCH STOP HIDE EXPORTS

Although the exportation of leather from France is not restricted, the restriction on the exportation of raw hides and skins is strictly enforced, and French dealers declare that the recent suspension of granting of import permits is being strictly applied, according to a cablegram received by the Department of Commerce from the commercial attache at Paris.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Sept. 9, 1926, with comparisons, were as follows:

	Week ending Sept. 9.	Prev. week.	Cor. week. 1925.
Armour & Co.	4,164	4,783	5,838
Anglo-Amer. Prov. Co.	205	585	3,261
Swift & Co.	5,488	6,308	5,902
G. H. Hammond Co.	1,893	2,192	3,240
Morris & Co.	3,234	3,582	5,274
Wilson & Co.	5,055	6,276	6,062
Boyd-Lanham Co.	1,368	2,457	3,307
Western Pkg. & Prov. Co.	5,500	9,005	5,300
Roberts & Oake	2,625	4,074	3,422
Miller & Hart	2,573	3,082	2,748
Independent Packing Co.	5,440	3,100	1,600
Brennan Packing Co.	3,550	4,550	5,025
Agar Packing Co.	1,002	2,900	1,200
Total	42,757	52,114	52,079

## CHICAGO RETAIL FRESH MEATS.

### Beef.

	No. 1	No. 2	No. 3
Rib roast, heavy end.	25	22	13
Rib roast, light end.	36	28	20
Chuck roast	28	20	14
Steaks, round	45	35	30
Steaks, sirloin, first cut.	40	32	22
Steaks, porterhouse	50	37	25
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12 1/2
Corned briskets, boneless	24	22	15
Corned plates	18	12	10
Corned rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	50	30
Legs	50	35
Stews	20	15
Chops, shoulder	25	25
Chops, ribs and loin.	60	30

### Mutton.

Legs	28	..
Stew	10	..
Shoulders	10	..
Chops, rib and loin.	35	..

### Pork.

Loins, whole, 8@10 avg.	26	@38
Loins, whole, 10@12 avg.	33	@35
Loins, whole, 12@14 avg.	32	@34
Loins, whole, 14 and over.	24	@28
Chops	36	@40
Shoulders	22	@28
Butts	22	@28
Spareribs	20	@20
Hocks	16	@14
Leaf lard, unrendered	..	@18

### Veal.

Hindquarters	30	@40
Forequarters	18	@35
Legs	26	@40
Breasts	14	@18
Shoulders	12	@24
Outlets	..	@50
Rib and loin chops	..	@40

### Butchers' Offal

Suet	..	@ 5
Shop fat	..	@ 3
Bones, per 100 lbs.	..	@50
Calf skins	..	@15
Kips	..	@13
Deacons	..	@13

## CURING MATERIALS.

	Bbls.	Sacks.
Nitrite of Soda, 1 c. l. Chicago.	0%	0%
Double refined saltpetre, gran., 1 c. l.	6%	6%
Crystals	8	7%
Double refined nitrate of soda, f. o. b. N. Y. S. S., carloads.	3%	5%
Less than carloads, granulated.	4%	4
Crystals	5%	5
Keps, 100@130 lbs., 1c more.	..	8%
Boric acid, in carloads, powdered, in bbls.	9	8%
Crystal to powdered, in bbls., in 5-ton lots or more.	9%	9%
In bbls. in less than 5-ton lots.	9%	10
Borax, carloads, powdered, in bbls.	5	4%
In ton lots, gran. or powdered, in bbls.	5%	5
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago	..	..
bulk	..	\$7.00
Medium, car lots, per ton, f.o.b. Chicago	..	..
bulk	..	9.10
Rock, car lots, per ton, f. o. b. Chicago	..	8.30
Sugar—		
Raw sugar, 96 basis	..	@4.50
Second sugar, 90 basis	..	3.95@4.12 1/2
Syrup, testing 63 and 65 combined sucrose and invert	..	@81
Standard granulated f.o.b. refiners (2%)	..	@5.70
Packers' curing sugar, bags, f.o.b. Reserve, La.	..	5.10@5.20

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

## H. G. S.

Packing House White Paint

Harry G. Sargent Paint Co.

502 Mass. Ave., INDIANAPOLIS, IND.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending Sept. 11.	Cor. week, 1925.
Prime native steers.....	17 @18 1/4	18 @23
Good native steers.....	15 @17 1/2	17 @20
Medium steers.....	14 @16 1/2	12 @18
Heifers, good.....	13 @16 1/2	13 @20
Cows.....	10 @14	0 @13
Hind quarters, choice.....	23 @23	0 @20
Fore quarters, choice.....	14 @14	0 @17

## Beef Cuts.

Steer Loin, No. 1.....	20 @20	40 @40
Steer Loin, No. 2.....	22 @22	44 @44
Steer Short Loin, No. 1.....	22 @22	44 @44
Steer Short Loin, No. 2.....	22 @22	44 @44
Steer Loin Ends, No. 1.....	22 @22	44 @44
Steer Loin Ends, No. 2.....	22 @22	44 @44
Cow Loin.....	22 @22	44 @44
Cow Short Loin.....	22 @22	44 @44
Cow Loin Ends (hips).....	22 @22	44 @44
Steer Ribs, No. 1.....	22 @22	44 @44
Steer Ribs, No. 2.....	22 @22	44 @44
Cow Ribs, No. 1.....	22 @22	44 @44
Cow Ribs, No. 2.....	22 @22	44 @44
Cow Ribs, No. 3.....	22 @22	44 @44
Steer Ribs, No. 1.....	22 @22	44 @44
Steer Ribs, No. 2.....	22 @22	44 @44
Steer Chucks, No. 1.....	22 @22	44 @44
Steer Chucks, No. 2.....	22 @22	44 @44
Cow Ribs.....	22 @22	44 @44
Cow Chucks.....	22 @22	44 @44
Steer Plates.....	22 @22	44 @44
Medium Plates.....	22 @22	44 @44
Briskets, No. 1.....	22 @22	44 @44
Briskets, No. 2.....	22 @22	44 @44
Steer Navel Ends.....	22 @22	44 @44
Cow Navel Ends.....	22 @22	44 @44
Fore Shanks.....	22 @22	44 @44
Hind Shanks.....	22 @22	44 @44
Balls.....	22 @22	44 @44
Strip Loin, No. 1, boneless.....	22 @22	44 @44
Strip Loin, No. 2.....	22 @22	44 @44
Strip Loin, No. 3.....	22 @22	44 @44
Sirloin Butts, No. 1.....	22 @22	44 @44
Sirloin Butts, No. 2.....	22 @22	44 @44
Sirloin Butts, No. 3.....	22 @22	44 @44
Beef Tenderloins, No. 1.....	22 @22	44 @44
Beef Tenderloins, No. 2.....	22 @22	44 @44
Rump Butts.....	22 @22	44 @44
Flank Steaks.....	22 @22	44 @44
Shoulder Clods.....	22 @22	44 @44
Hanging Tenderloins.....	22 @22	44 @44

## Beef Products.

Brains (per lb.).....	9 @10	0 @8
Hearts.....	9 @10	0 @8
Tongues.....	20 @35	20 @30
Sweetbreads.....	9 @36	5 @35
Ox-Tail, per lb.....	2 @8	5 @6
Fresh Tripe, plain.....	4 @4	0 @4
Fresh Tripe, H. C.....	9 @12 1/2	7 @12 1/2
Livers.....	9 @12 1/2	7 @12 1/2
Kidneys, per lb.....	10 @10 1/2	9 @10

## Veal.

Choice Carcass.....	23 @24	18 @21
Good Carcass.....	20 @22	15 @19
Good Saddle.....	22 @22	16 @19
Good Backs.....	18 @17	12 @14
Medium Backs.....	10 @14	6 @9

## Veal Products.

Brains, each.....	11 @11	0 @10
Sweetbreads.....	50 @60	50 @60
Calf Livers.....	41 @41	38 @31

## Lamb.

Choice Lamb.....	20 @30	20 @30
Medium Lamb.....	20 @28	20 @28
Choice Saddle.....	33 @34	32 @32
Medium Saddle.....	25 @30	25 @30
Choice Fores.....	23 @23	23 @23
Medium Fores.....	23 @23	23 @23
Lamb Fries, per lb.....	13 @13	13 @13
Lamb Tongues, each.....	13 @13	13 @13
Lamb Kidneys, per lb.....	25 @25	25 @25

## Mutton.

Heavy Sheep.....	8 @9	8 @8
Light Sheep.....	12 @12	12 @12
Heavy Saddle.....	12 @12	12 @12
Light Saddle.....	12 @12	12 @12
Heavy Fores.....	8 @8	7 @7
Light Fores.....	14 @14	13 @13
Mutton Legs.....	20 @20	20 @20
Mutton Loin.....	18 @18	18 @18
Mutton Stew.....	9 @9	8 @8
Sheep Tongues, each.....	13 @13	13 @13
Sheep Heads, each.....	10 @10	10 @10

## Fresh Pork, Etc.

Dressed Hogs.....	25 @25	30 @18
Pork Loin, 8 @10 lbs. avg.....	22 @22	30 @31
Hams.....	22 @22	25 @25
Bellevue.....	22 @22	25 @25
Calas.....	22 @22	16 1/2 @17 1/2
Skinned Shoulders.....	17 1/2 @18	18 @19
Tenderloins.....	45 @47	45 @47
Spare Ribs.....	12 1/2 @13 1/2	13 @14
Leaf Fat.....	15 @15 1/2	15 @16
Back Fat.....	15 @15 1/2	15 @16
Butts.....	23 @24	23 @23
Hocks.....	15 @15	15 @15
Tails.....	14 @15	14 @15
Neck Bones.....	3 1/2 @4 1/2	3 @4
Tail Bones.....	12 @12	12 @12
Slip Bones.....	9 @9	9 @9
Blade Bones.....	12 @12	12 @12
Pigs Feet.....	6 @6	6 @6
Kidneys, per lb.....	8 @8	8 @8
Livers.....	5 @5	5 @5
Brains.....	15 @15	15 @15
Kears.....	9 @9	9 @9
Boasts.....	8 @8	8 @8
Heads.....	10 @10	10 @10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	20 @20
Country style sausage, fresh in link.....	21 @21
Country style sausage, fresh in bulk.....	19 @19
Country style sausage, smoked.....	28 @28
Mixed sausage, fresh.....	18 @18
Frankfurts in pork casings.....	22 @22
Frankfurts in sheep casings.....	22 @22
Bologna in beef bungs, choice.....	18 1/4 @18 1/4
Bologna in cloth, paraffined, choice.....	17 @17
Bologna in beef middles, choice.....	17 @17
Liver sausage in hog bungs.....	23 @23
Liver sausage in beef rounds.....	14 @14
Heart cheese.....	16 @16
New England luncheon specialty.....	30 @30
Liberty luncheon specialty.....	34 @34
Mixed luncheon specialty.....	17 @17
Tongue sausage.....	28 @28
Rice sausage.....	19 @19
Polish sausage.....	18 @18
Souse.....	18 @18

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	54 @54
Cervelat, new condition, in hog bungs.....	24 @24
Cervelat, new condition, in beef middles.....	24 @24
Thuringer Cervelat.....	27 @27
Farmer.....	32 @32
Holstein.....	31 @31
B. C. Salami, choice, in hog bungs.....	50 @50
Milano Salami, choice, in hog bungs.....	51 @51
B. C. Salami, new condition.....	27 @27
Frisses, choice, in hog middles.....	45 @45
Genoa style Salami.....	31 @31
Pepperoni.....	45 @45
Mortadella, new condition.....	12 @12
Capicola.....	20 @20
Italian style hams.....	48 @48
Virginia hams.....	52 @52

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	37.00
Large tins, 1 to crate.....	3.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	10.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00

## SAUSAGE MATERIALS.

Regular pork trimmings.....	11 1/2 @12
Special lean pork trimmings.....	18 @18
Extra lean pork trimmings.....	19 @19
Neck bone trimmings.....	13 @13 1/2
Pork cheek meat.....	10 1/2 @11
Pork hearts.....	7 @7 1/2
Fancy boneless bull meat (heavy).....	12 1/2 @12 1/2
Boneless chucks.....	11 1/2 @11 1/2
Shank meat.....	9 @9
No. 1 beef trimmings.....	8 @8
Beef hearts.....	7 @7
Beef cheeks, trimmed.....	9 @9
Dr. canner cows, 300 lbs. and up.....	7 1/2 @7 1/2
Dr. cutters, 400 lbs. and up.....	8 1/2 @8 1/2
Dr. bologna bulls, 500-700 lbs. and up.....	9 1/2 @9 1/2
Beef tripe.....	3 1/2 @4
Cured pork tongues (can. trim.).....	17 1/2 @18

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets per tierce, per set.....	27c @27c
Beef rounds, domestic, 140 sets per tierce, per set.....	30c @30c
Beef rounds, export, 225 sets per tierce, per set.....	31c @31c
Beef middles, 110 sets per tierce, per set.....	1.50 @1.50
Beef bungs, No. 1, 400 pieces per tierce, per piece.....	22c @22c
Beef bungs, No. 2, 400 pieces per tierce, per piece.....	21c @21c
Beef weasands, No. 1, per piece.....	11c @11c
Beef weasands, No. 2, per piece.....	5c @5c
Beef bladders, small, per dozen.....	21.25 @21.25
Beef bladders, medium, per dozen.....	21.75 @21.75
Beef bladders, large, per doz.....	18.50 @18.50
Hog casings, medium, per bd. 100 yds.....	2.50 @2.50
Hog casings, narrow, per lb. f. o. a.....	2.75 @2.75
Hog middles, without cap, per set.....	20c @20c
Hog bungs, export.....	36c @36c
Hog bungs, large prime.....	28c @28c
Hog bungs, medium.....	20c @20c
Hog bungs, small prime.....	11c @11c
Hog stomachs, per piece.....	7 1/2 @7 1/2

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00 @14.00
Honeycomb tripe, 200-lb. bbl.....	16.00 @16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00 @18.00
Pork feet, 200-lb. bbl.....	17.50 @17.50
Pork tongues, 200-lb. bbl.....	65.00 @65.00
Lamb tongues, long cut, 200-lb. bbl.....	51.00 @51.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00 @51.00

## BARRELED PORK AND BEEF.

Mess pork, regular.....	33.00 @33.00
Family back pork, 20 to 34 pieces.....	35.00 @35.00
Family back pork, 35 to 45 pieces.....	36.00 @36.00
Clear back pork, 40 to 50 pieces.....	28.00 @28.00
Clear plate pork, 25 to 35 pieces.....	25.00 @25.00
Clear plate pork, 35 to 45 pieces.....	24.50 @24.50
Brisket pork.....	31.50 @31.50
Neck pork.....	28.00 @28.00
Plate beef.....	28.00 @28.00
Extra plate beef, 200 lb. bbls.....	24.50 @24.50

## COOPERAGE.

Ash pork barrels, black iron hoops.....	1.07 1/2 @1.73 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	3.15 @3.15
Black oak ham tierces.....	2.27 1/2 @2.30
White oak ham tierces.....	2.47 1/2 @2.53 1/2

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	24 @24
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	21 1/2 @21 1/2
Not margarine, 1 lb. cartons, f.o.b. Chicago, (30 and 50 lb. solid packed tubs, 1c per lb. less.).....	22 @22
Pastry oleomargarine, 50-lb. tubs, f.o.b. Chicago.....	17 @17

## DRY SALT MEATS.

Extra short clears.....	15 1/4 @15 1/4
Off short ribs.....	15 @15
Short clear middles, 60-lb. avg.....	15 @15
Clear bellies, 14 @16 lbs.....	20 @20
Clear bellies, 18 @20 lbs.....	18 1/4 @18 1/4
Clear bellies, 25 @30 lbs.....	16 1/4 @16 1/4
Rib bellies, 20 @25 lbs.....	17 @17
Rib bellies, 25 @30 lbs.....	16 1/4 @16 1/4
Fat backs, 10 @12 lbs.....	12 @12
Fat backs, 12 @14 lbs.....	12 1/2 @12 1/2
Fat backs, 14 @16 lbs.....	12 1/4 @12 1/4
Regular plates.....	13 @13
Butts.....	11 1/2 @11 1/2

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14 @16 lb.....	34 @34
Skinned hams, fancy, 16 @18 lb.....	35 1/2 @35 1/2
Standard regular hams, 12 @16 lb.....	32 1/2 @32 1/2
Picnics, 6 @8 lbs.....	21 @21
Standard bacon, 4 @8 lbs.....	37 @37
Standard bacon, 10 @12 lbs.....	32 @32
Standard bacon, 12 @14 lbs.....	32 @32
Standard bacon, strips, 6 @7 lbs.....	32 1/2 @32 1/2
Cooked hams, choice, skin on, surplus fat off.....	40 @40
Cooked hams, choice skinned, surplus fat off.....	40 @40
Cooked hams, choice, skinless, surplus fat off.....	53 @53
Cooked picnics, skinned; surplus fat off.....	30 @30
Cooked picnics, skin on; surplus fat off.....	31 @31
Cooked loin roll, smoked.....	46 @46

## ANIMAL OILS.

Prime lard oil.....	10 @10 1/4
Extra winter strained.....	12 1/2 @12 1/2
Extra lard oil.....	12 @12 1/2
Extra No. 1 lard.....	11 @11 1/2
No. 1 lard oil.....	10 1/2 @11 1/2
No. 2 lard oil.....	10 1/4 @11 1/2
Pure neatfoot oil.....	14 1/2 @15 1/2
Extra neatfoot oil.....	14 1/2 @15 1/2
No. 1 neatfoot oil.....	10 1/2 @11 1/2
Acidless tallow oil.....	10 1/2 @11 1/2

## LARD (Unrefined).

Prime, steam cash tierces.....	14.55 @14.55
Prime, steam, loose.....	13.80 @13.80
Leaf, raw.....	13.50 @13.50
Neutral lard.....	16.25 @16.25

## LARD (Refined).

Pure lard, kettle rendered, per lb. loose.....	14.50 @14.50
Pure lard, tierces.....	14.75 @14.75
Compound.....	13.25 @13.25

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	11 1/2 @12
Oleo oil, No. 1.....	11 @11 1/2
Prime No. 1 oleo oil.....	11 1/4 @11 1/4
Prime No. 2 oleo oil.....	10 1/4 @10 1/4
No. 3 oleo oil.....	10 @10 1/4
Prime oleo stearine, edible.....	12 1/2 @12 1/2

## TALLOW AND GREASES.

Edible tallow, under 2% acid, 45 titre.....	9 1/4 @9 1/4
Edible tallow, 45 titre.....	8 1/2 @8 1/2
No. 1 tallow, basis 40% f.f.a., 42 titre.....	8 1/2 @8 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	8 1/2 @8 1/2
Choice white grease, max. 4% acid, loose, Chicago.....	9 @9 1/4
B-W white grease, max. 5% acid, loose, Chicago.....	7 1/2 @7 1/2
Yellow grease, 12-15 f.f.a.....	7 1/2 @7 1/2
Brown grease, 40 f.f.a.....	8 1/2 @8 1/2

## VEGETABLE OILS.

Crude cotton seed oil—in tanks f.o.b. Val.....	10 1/4 @10 1/4
White, prompt.....	13 1/4 @13 1/4
Poil, deodorized in bbls., c.a.f. Chicago, 13 1/4 @13 1/4	13 1/4 @13 1/4
Yellow, deodorized, in bbls.....	12 1/2 @12 1/2
Soap stock 50% f.f.a. basis, f.o.b. mills.....	20 @20
Corn oil in tanks f.o.b. mills, nom.....	10 @10 1/4
Soya bean oil, seller's tank, f.o.b. coast.....	10 1/4 @10 1/4
Cocconut oil, seller's tank, f.o.b. coast.....	9 1/4 @9 1/4
Refined in bbls., c.a.f., Chicago, nom.....	12 1/2 @12 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$ 3.75 @ 4.00
Hoofmeal.....	3.25 @ 3.80
Ground tankage, 10 to 12%.....	3.25 @ 3.50
Ground tankage, 6 to 9%.....	3.00 @ 3.10
Crushed and unground tankage.....	2.75 @ 3.20
Ground raw bone, per ton.....	32.00 @ 34.00
Ground steam bone per ton.....	28.00 @ 30.00
Unground steam bone per ton.....	25.00 @ 27.00
Unground bone tankage per ton.....	14.00 @ 17.00

# Retail Section

## Making Collections

### Practical Help for Retailer on This Problem

When a customer doesn't pay his bills when he agreed to, and continually ignores the statements you send out, what are you going to do?

Of course, you want the money that rightfully belongs to you, and you should make every effort to get it. But you must be careful how you go about it.

Even a "dead beat" has friends that he can influence against you if you are not careful. And a "sore" customer can do you and your store a lot of harm, even if he has no just cause for it.

One of the best methods of getting your money out of slow-pay customers is to send them a series of letters. This should run to five or six, and is usually very effective.

The following article, a continuation of one in last week's issue, gives a series of five collection letters that has gotten very good results in actual use. Read them and see how you could adapt them to your own use.

### Collection Letters

By Frank Farrington.

Collection letters generally comprise a series which usually runs to a fifth or a sixth letter. They are graduated from the first courteous reminder to the final statement that unless the account is paid within a stipulated number of days it will be placed in the hands of an attorney for collection.

The making of threats in collection letters should be avoided save as there is an actual determination to carry out those threats as indicated.

It is safe to assume that most store debtors fully intended at the time of the purchase to pay as agreed. Most of them still intend to pay, but find it difficult to spare the money.

#### Find Reason for Non-Payment.

Before pushing the collection to the limit, find out whether failure to pay is due to serious family conditions or merely to the fact that money is being spent elsewhere for non-essentials.

A merchant can forgive a debtor a good deal where ill health and misfortune have prevented payment of his bills, but he should not forgive or pretend to forgive neglect of his account in order that money may be spent elsewhere and otherwise for luxuries or good times.

The question often arises with the merchant as to how to get the money from the neglectful customer and still retain that customer's good will. You hope to get the money and to keep the customer as a cash buyer.

You certainly don't want to offend that

customer so much that he will go about "cussing" your store and using all his efforts to turn people away from it. Even the dead beat has his friends, many of whom may be cash buyers, and he can influence them for or against your store.

#### Get Money With Good Will.

The first thing to do is to get the money. The second is to keep the debtor's good will—if possible.

There are probably times when the amount of the unpaid account is small and to invoke the aid of the law in getting it would result in the loss of good will perhaps worth more than the amount of the bill.

In some such instances where the debtor is honest it may pay very well to write off the debt and get credit for generosity. There is little danger that the debtor will advertise the fact and thereby suggest to others that they try for a similar adjustment.

#### Closing Dead Beat's Account.

There are a good many people who have no appreciation of such favors rendered and only ask for more. The story is told of a merchant who became disgusted with trying to collect the account of one dead beat and when the man was in the store, receipted his bill and gave it to him and closed the account.

The man still hung around and the merchant asked, "Was there something else you wanted to see me about?"

"Well," said the man, "ain't it customary, when a fella's account is settled, to give him a good cigar?"

#### Some Sales Letters

Here follow some suggested collection letters that might be used in the order given.

##### No. 1.

Dear Sir:—Enclosed you will find a statement of the amount due on your account.

Perhaps you have overlooked the fact that this amount is due us and payable according to our arrangement made when you discussed with us the matter of opening an account.

We hope you will see us about the matter soon.

##### No. 2.

Dear Sir:—The balance of \$45 still remains against you on our books despite

### He Missed It!

Men in the meat trade who make use of the practical information given them by THE NATIONAL PROVISIONER find it one of their best investments.

Here is a retail meat dealer who let his subscription lapse, and when the paper stopped coming, he soon missed it. Says he:

Editor THE NATIONAL PROVISIONER:

Will you kindly send me statement of what I am owing you? I should have paid sooner, as I sure miss THE NATIONAL PROVISIONER. I don't want to miss any more copies!

bill and statements sent you calling your attention to the matter.

Managing our business profitably, of course, depends upon our collecting the amounts due us on credit purchases.

We are sure you are anxious to maintain the good credit standing you have with us and other merchants and to that end we ask your payment of this account.

Even if unable to settle in full, won't you see us and explain the situation. We want to be fair and as we understand your agreement with us, we are justified in asking for a settlement.

##### No. 3.

Dear Sir:—If your financial position is such that you cannot take care of our account now, won't you see us and let us help you to arrange for payment later?

You understand that it is important for us to look after our accounts and since our arrangement for extending credit to you, you have said nothing to lead us to think you are no longer appreciative of our service.

We have sought to be fair with you. Won't you meet us half way?

Of course you realize that we must secure a settlement in some manner.

##### No. 4.

Dear Sir:—Frankly, we are surprised at your lack of willingness to carry out your part of our agreement about credit.

Isn't there some mistake about the whole matter?

You realize that if you do not see us about the account we shall be obliged to use some means to compel payment, and that you do not want us to do and we hate to do it.

We are going to wait until the 15th of this month before taking any action, hoping to hear from you before that time.

##### No. 5.

Dear Sir:—You certainly cannot be surprised if, after sending your bill as you requested when you agreed with us to take care of your account monthly, we feel that you have not been quite fair with us.

Your account amounts to \$45.

This amount is for merchandise actually supplied to you. There is no reason why we should lose that sum.

On the 25th of this month this account will be placed in our attorney's hands for collection with instructions to commence action.

It will save trouble and expense for both of us if you will adjust the matter before that date.

### NEWS OF THE RETAILERS.

A new meat market has been opened in Magnolia, Ark., by Miller & Franklin.

A new meat market, known as the Packinghouse Market, has been opened in Pawhuska, Okla., by T. O. Bradley.

The Dunlap and Crouse Meat Market in Milan, Mo., has been sold to A. R. Rigger.

Carl Miller has purchased the stock and equipment of the Central Meat Market in Wakefield, Nebr., from Floyd Clough.

S. A. Lee has sold his meat market in LaPlata, Mo., to James Mock.

R. M. Anderson has sold his meat market in Hartford, Kans., to G. E. Majors.

R. A. Bains has sold his City Meat Market in Iowa Park, Tex., to H. B. Hart and M. L. Hart.

## Right Way to Figure Retailer's Costs and Selling Prices

This is something every retailer should know—but few know it!

The right way to figure will be told by an expert in next week's issue of THE NATIONAL PROVISIONER on this page.



A new meat market, known as the East Moline City Market, has been opened at 843 Fifteenth avenue, East Moline, Ill., by Clark & Mitchell.

A new meat market has been opened in Roseville, Calif., by George Taylor.

A new meat market has been opened in Woonsocket, S. D., by L. E. Ingalls.

John Gutzke has opened a new meat market in Lafayette, Minn.

Walter Davis has sold his City Meat Market in Elgin, Tex., to J. M. Carter.

A new meat market and grocery has been opened in Lindsborg, Kans., by Simon Van Loon.

Rufus H. Bonham has purchased a half interest in the meat and grocery business of Wm. Mathies, 2110 Main street, Napa, Calif.

Peter Heisler has purchased the Blue Diamond Meat Market, Main and Howard streets, Spokane, Wash., from Roy Hathaway.

Jesse Clark has sold his meat business in Hoodsport, Wash., to Howard Robinson.

Smith Brothers have sold their meat market in McCook, Neb., to E. E. Gilchrist.

Samuel Harretts has engaged in the meat business in Heartwell, Neb.

G. E. Davis has purchased the Dyer Market, 68th and Sandy Blvd., Portland, Ore.

Swanson Brothers have purchased the Sanitary Market, Bloomfield, Neb., from Bruegman & Son.

H. Cohn and H. Kozberg have opened the Central Market in Ponca, Neb.

Alexander McAllister will reopen his meat market in Snohomish, Wash., which was recently damaged by fire.

J. E. Williams has purchased the business of the Oak Grove Meat Market, Oak Grove, Ore.

Smith Brothers have sold their meat business in Newport, Ore., to Wm. Lund and Tobie Hines.

R. W. Brown has purchased the People's Market in Weeping Water, Neb.

R. W. Croxen has purchased the meat business of the Gross Meat Market, Bradshaw, Nebr.

Fred Chapin and C. H. James engaged in the meat and grocery business in Parsons, Kans.

Richard Welker has engaged in the meat and grocery business in Waukomis, Okla.

Illman Davis has purchased a half interest in the Bates Market & Grocery, Minco, Okla.

W. D. Sallee has purchased the City Meat Market in Marietta, Okla., from Arch Robertson.

A. Gimenez has engaged in the meat business at 3958 Irving, San Francisco, Cal.

## It Runs in the Family

III—The Burcks

This is the third of a series of stories about well-known butcher families, the kind that made the name of "master butcher" honored among the crafts—and of whom there are too few left nowadays.

That the younger generation is taking an active part in the retail meat industry to-day is strongly stressed by the number of young men who are following in their fathers' footsteps.

A shining example is Arthur Burck, son of Frank P. Burck of Brooklyn, the fourth generation of this family of butchers to take up the retail meat trade as a profession.

Arthur Burck's great grandfather was a butcher in Germany many years ago, and his grandfather and uncle took up the meat business as a livelihood.

Ernest Burck, the grandfather, opened his first meat market in America at Marion

near Spring Street, New York City, some 58 years ago. About three years later he located at New Bowery and Madison Streets. His next store was on Essex Street, where he continued in the retail meat trade until he moved to Brooklyn in 1875.

His first store in Brooklyn was at 191 Columbia Street, where his five sons were engaged in the business with him. He then opened four other stores in different parts of Brooklyn. He died about fifteen years ago at the age of 83.

After graduating from public school at the age of 12, Frank P. Burck, the father, learned the butcher business in his father's shop. At the time of his marriage Mr. Burck went into business for himself, opening his first store at 142 Smith Street, Brooklyn. This was some 39 years ago, and he is still doing business in the same place. In the beginning and for eighteen years Mrs. Burck ably assisted her husband by watching the cash and taking phone orders.

Frank P. Burck is chairman of the New York Meat Council and has been an active member of the Brooklyn Branch, New York State Association, for more than 35 years. He has been president of the Brooklyn Branch and also of the state association. Mr. Burck takes an active interest in everything that has to do with advancement of the retail meat trade, whether it be an invention or some special undertaking.

Brooklyn is changing, and with the residential section moving uptown, Mr. Burck opened another store in the Prospect Park West Section. It is here that Arthur, representing the fourth generation of the Burcks in the retail meat business, is in charge.

Instead of entering college or some specialized field, which were open to him, and which ordinarily would be expected of an only child, Arthur Burck selected the retail business. After graduating from public school and commercial high in Brooklyn, he gave up a scholarship in chemistry in order that he might join his father in his chosen profession.

For some time he was apprentice to his father in the Smith Street store, and so well did he learn the trade that during the recent world war he was an instructor in Camp Upton.



ARTHUR BURCK.

During his course of apprenticeship he learned not only how to cut and sell meats, but also how to select and buy. In the beginning the buying of meats came easy, but chickens were a problem. Now he does the buying of all the merchandise carried in both stores. He keeps posted on trade conditions and is popular both in business and in social activities. He is a member of the Brooklyn Branch, New York State Association of Retail Meat Dealers and an alumnus of Commercial High School, Brooklyn.

It is this type of young man with an inherited knowledge of the meat trade, a good business and school education that will do much for the uplifting of the retail meat industry as a whole.

Do you know any more families like this? If you do, tell us about them. Write Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

Did you know that the less-popular cuts of meat are just as nourishing and palatable as the so-called choice cuts?

## Can You Answer? the Most Important Questions in the Re- tail Meat Business?

IF YOU PAY 14c for a side of beef, what should be the Selling price on Round, Sirloin or Chuck Steak or on any other cut so as to give you 25% GROSS PROFIT? (20% for overhead and 5% net profit.)

CAN YOU ANSWER THIS CORRECTLY?

Let the Retailer Ready Reference answer it for you—take guess work out of your business—sell at Right Prices and know what you are doing.

The Retailer Ready Reference Charts show practically all cuts of meats in 31 charts, all figured out as to different percentages, costs and at a selling price to yield 25% on the sales price and on the cost price, and besides the total is also given.

## All Figured Out for You

It has required years of compiling by an experienced practical retailer. Although cuts and percentages vary as to locality, grade of meat or method of cutting, the total result should not vary.

By using these 31 charts in your business you will discover that it is profitable to use a pencil once in a while instead of knife and cleaver.

The price of these 31 charts is so low that you can't afford not to have them.

Sent anywhere upon receipt of \$5.00

For sale by

THE NATIONAL PROVISIONER  
Old Colony Bldg. Chicago, Ill.

## Tell This to Your Trade!

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

### BAKED HAM WITH APPLES.

A new way of serving baked ham is as follows:

Use 2 lbs. of ham cut  $\frac{1}{4}$  in. thick, brown sugar and 2 large baking apples.

Trim rind from the ham and keep for seasoning purposes. Remove fat and mince or put it through food chopper. Sprinkle the ham with brown sugar and then spread on the minced fat. Place in baking pan.

Core the apples, cut in two crossways and place on the ham. Sprinkle the apples with brown sugar. Pour hot water into pan and bake in moderate oven for 1 hour.



# New York Section

R. N. Watt, vice-president William Davies Company, Limited, Montreal, Canada, was a visitor to the city last week.

Fred C. Schenk, one of the famous seven Schenk Brothers, Columbus Packing Company, Columbus, Ohio, paid a visit to Philadelphia last week.

F. A. Honnell, industrial relations department, Wilson & Company, Chicago, was a visitor to New York this week.

V. Hechler, lard sales department, Wilson & Company, New York, is on a week's trip to Chicago, combining business with pleasure.

Arthur Burck of Brooklyn spent the Labor Day holidays and the rest of the week at Atlantic Highlands and Atlantic City. He made the trip by auto with some friends.

Mr. and Mrs. Fred Hirsch, with Mr. and Mrs. R. Schumacher and their son, Harold, left last Sunday morning for a week's motor trip. They will take in Saratoga Springs, Lake George, Schroon Lake (to visit Arthur Hirsch), Utica (to visit the Henry Hoffmanns), and Barneveld (to visit Mr. Schumacher's sister), returning via Canada.

The cooler weather of Tuesday evening brought out a large attendance at the meeting of Ye Olde New York Branch, New York State Association of Retail

Meat Dealers, Inc. There were a number of interesting reports of the various committees and some interesting talks. Among the reports was one about the reception given Gertrude Ederle upon her return from Europe and the part played by the master butchers. Another interesting report was on the enforcement of the Sabbath Closing Law. Such good results have been obtained that the officers in certain sections state they are experiencing less trouble with Sunday violations. However, there are a few persistent violators on the East Side, and a special committee has been appointed to investigate and follow up these cases next Sunday. There was an interesting talk on tire construction and also demonstration of an attachment for old hand-power slicing machines which has been invented by L. Bloch, the son of one of the members of the Branch. As it has been definitely decided that the Bronx Branch will have its own affair this year, and the time for planning is getting shorter, a meeting of the branches that might be interested in a joint event will be held on Wednesday, September 15, for final decision. It was announced that at the opening meeting on September 22, Health Commissioner Harris will speak at 8 p. m. Placards of this event are being posted in the markets and letters are going to the several branches.

As previously announced, the Brooklyn Branch, New York State Association of Retail Meat Dealers, will celebrate the silver anniversary of the Sunday closing

law on September 19th. Those desiring to go by bus will meet in front of the Butchers' Building, Atlantic Avenue and South Elliott Place, Brooklyn. Tickets and other information may be secured from Joseph Lehner, 44 Hanson Place, Brooklyn.

Only a few weeks ago New York went wild over the return of Gertrude Ederle, the daughter of a meat man, who had won fame for her sex by the marvelous swim across the English Channel. Last week the daughter of another meat man was acclaimed the beauty of Hoboken. She has been chosen to represent that city in the Atlantic City beauty pageant to contest for the title of "Miss America." This "Miss Hoboken" is Anita Limbacher, the daughter of J. Limbacher, salesman for Wilson & Company in the West Washington Market branch. This is the second time Hoboken has honored Miss Limbacher.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 4, 1926: Meat.—Manhattan, 1,900 lbs. Fish.—Brooklyn, 4,403 lbs.; Manhattan, 68 lbs. Poultry and Game.—Manhattan, 249 lbs.

## N. E. SAUSAGE MEN'S OUTING.

The Sausage Manufacturers Association of New England held their first annual outing on Wednesday, Aug. 25th, at the Pomham Club, Providence, R. I. These members, numbering fifty, motored to Providence, arriving at the club at 11 o'clock. Light refreshments were served, after which all assembled on the play field for the sports.

The pipe-lighting contest was won by W. R. Robertson. The egg race was won by G. A. C. Knight. The barrel contest went to Mr. Faye; the tonic-drinking contest went to F. W. Balda; the 50-yard dash, which had many entrants, was won by Mr. Jones of Jones & Gazarian, first, and Mr. Henry Taylor, second. The standing broad jump also went to W. R. Robertson.

A five-inning baseball game was played between the active and associate members. The active members were more active in this, and won the game with a score of 6 to 3.

About this time a fine clam-bake was uncovered, which had been in preparation for some time, and there was a great scramble for the banquet hall. Carl A. Weitz, president of the association, acted as toast-master and introduced several entertainers during the dinner. Mr. H. J. Dowd, who has considerable reputation as a tenor soloist, was obliged to respond to the general demand that he sing, and his songs were received with much applause. Carl A. Weitz presented the prizes to the several winners of the events that had been completed and much merriment was provoked throughout this ceremony. All those present gave Mr. Weitz a vote of thanks for his planning this occasion, and asserted that he was the best president they ever had.

At the conclusion of this clam-bake a large part of the members took part in the putting contest, which was won by Harold Taylor of the Parks Sausage Co. Then a bowling match followed between the active and associate members. The active members' team was captained by P. W. Rounsevell and the associate members' team by H. J. Dowd. This match

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Sept. 9, 1926, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS (Hvy. Wt., 700 lbs. up):				
Choice	\$16.50@17.50	\$16.50@17.00	\$17.50@19.00	
Good	15.50@16.50	15.50@16.50	16.50@17.50	16.00@16.50
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	17.50@18.50		18.00@20.00	17.50@19.00
Good	16.00@17.50		16.00@18.00	16.00@17.50
STEERS (All Weights):				
Medium	12.00@14.00	13.00@15.50	13.00@15.50	13.50@15.50
Common	10.50@12.00	11.50@13.00	11.50@13.00	11.00@13.00
COWS:				
Good	12.50@13.50	13.00@14.00	12.50@15.00	12.50@13.00
Medium	11.00@12.50	11.50@13.00	11.00@12.50	11.00@12.00
Common	9.50@11.00	10.50@11.50	10.00@11.00	10.00@11.00
<b>Fresh Veal (1):</b>				
VEALERS:				
Choice	23.00@25.00		25.00@27.00	22.00@23.00
Good	21.00@23.00		22.00@25.00	20.00@21.00
Medium	19.00@21.00		20.00@22.00	18.00@19.00
Common	17.00@19.00	16.00@19.00	17.00@20.00	16.00@17.00
<b>CALF CARCASSES (2):</b>				
Choice			18.00@20.00	16.00@17.00
Good	18.00@20.00	16.00@18.00	16.00@18.00	14.00@16.00
Medium	15.00@18.00	14.00@16.00	15.00@16.00	12.00@14.00
Common	13.00@15.00	12.00@14.00	13.00@15.00	10.00@12.00
<b>Fresh Lamb and Mutton:</b>				
LAMB (30-45 lbs.):				
Choice	27.00@29.00	26.00@28.00	28.00@30.00	28.00@29.00
Good	25.00@27.00	24.00@26.00	26.00@28.00	26.00@27.00
LAMB (45-55 lbs.):				
Choice				
Good				
LAMB (All Weights):				
Medium	22.00@25.00	22.00@24.00	24.00@26.00	22.00@24.00
Common	18.00@22.00	20.00@22.00	20.00@23.00	18.00@22.00
MUTTON (Ewes):				
Good	12.00@15.00	15.00@17.00	14.00@16.00	15.00@16.00
Medium	10.00@12.00	12.00@15.00	12.00@14.00	13.00@14.00
Common	9.00@10.00	10.00@12.00	10.00@12.00	10.00@11.00
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lb. av.	33.00@35.00	31.00@33.00	33.00@35.00	33.00@34.00
10-12 lb. av.	31.00@33.00	30.00@32.00	31.00@32.00	31.00@33.00
12-15 lb. av.	27.00@29.00	27.00@29.00	26.00@28.00	27.00@29.00
15-18 lb. av.	23.00@25.00	24.00@26.00	23.00@25.00	23.00@25.00
18-22 lb. av.	21.00@23.00	22.00@24.00	20.00@23.00	22.00@23.00
SHOULDERS:				
N. Y. Style: Skinned	18.00@20.00		21.00@23.00	20.00@23.00
PICNICS:				
4-6 lb. av.		18.00@20.00	18.00@20.00	18.00@21.00
6-8 lb. av.			26.00@28.00	25.00@27.00
BUTTS: Boston Style	23.00@25.00			
SPARE RIBS: Half Sheets	14.00@16.00			
TRIMMINGS:				
Regular	10.00@12.00			
Lean	18.00@21.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

## OAKITE CLEANS

*better—cheaper—faster*

THERE is an easy, quick way for superintendents and purchasing agents of packing plants to find out how to clean ham boilers, ham racks, trimming tables, meat choppers, floors and equipment better, cheaper and faster. Simply ask to have one of our service men call. He will demonstrate, under actual working conditions. Then compare results. A post card to us will bring him to you. No cost or obligation.

## OAKITE

*Industrial Cleaning Materials and Methods*  
Oakite Is Manufactured by Oakite Products, Inc.  
20A Thames St., New York, N. Y.

was won by the active members' team, and individual prizes were given to each, as well as a separate prize to Mr. Stamen of the Minot Folding Box Co. for the highest individual score.

This wound up the most perfect outing that could have been arranged, and the members motored to their homes all declaring that it was a fine thing for the members of the industry to get together in such an informal way.

For Sausage Makers

## BELL'S

Patent Parchment Lined

## SAUSAGE BAGS

and

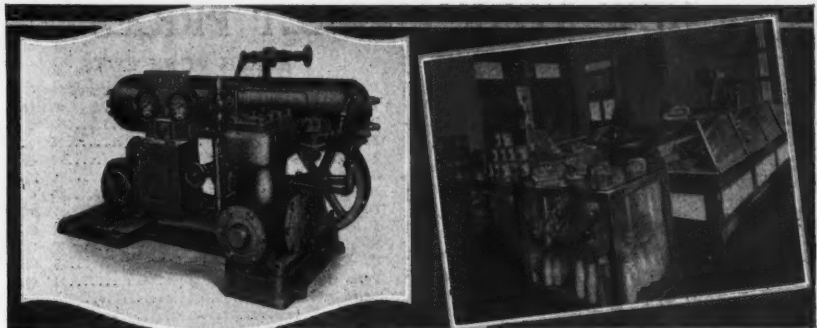
## SAUSAGE SEASONINGS

For Samples and Prices, write

## THE WM. G. BELL CO.

BOSTON

MASS.



### ARE YOU SELLING YOUR SHARE?

*York Mechanical Refrigeration will help you to do it.*

According to estimates made by the United States Department of Agriculture, the total per capita consumption of all meats (beef, veal, mutton, lamb and pork) was 154.3 pounds during 1925.

Multiply the number of your customers by 154.3 and compare the result with your meat sales for last year.

What's the answer?

Write for further particulars on York Mechanical Refrigeration for the meat market, and how it will help you.

## YORK

*Manufacturing Company*  
Ice Making and Refrigerating Machinery Exclusively

**York, Penna.**

## Increase Your Sausage Sales

*by the use of*

## Perfection Sausage Molds

**Sausage Mold Corporation, Inc.**

918 E. Main St.

Louisville, Ky.

### The Last Word in Electric Meat Grinders

New type of cylinder — never seen before.

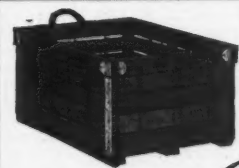
Saves one-third of cost for current.

Grinds faster and better.

Easier to clean. Will never break.

Send for literature

B. C. HOLWICK, Canton, O.



Everything Wears Out BUT



A. Backus, Jr. & Sons  
Dept. N.  
DETROIT, MICH.

**Baskets**  
OUTWEAR EVERYTHING

Classified Advertisements will be found on page 63

*In Spices, too, the Best Is The Cheapest*

## J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

## Butchers Mills Brand

*40 years reputation among packers for quality*



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, bulk	\$9.00@9.65
Cows, cutters	2.75@4.75
Bulls	5.75@6.25

## LIVE CALVES.

Calves, bulk	\$15.25@16.00
Calves, culls, per 100 lbs.	8.00@9.00

## LIVE SHEEP AND LAMBS.

Lambs, bulk	\$15.00@15.25
Sheep, bulk handyweights	6.00@6.50

## LIVE HOGS.

Hogs, heavy	12.30@12.60
Hogs, medium	13.90@14.10
Hogs, 160 lbs.	14.00@14.50
Hogs, 140 lbs.	14.25@14.75
Pigs, under 80 lbs.	14.30@14.50
Roughs	9.50@10.00
Good Roughs	10.00@10.50

## DRESSED HOGS.

Hogs, heavy	@20 1/4
Hogs, 180 lbs.	@20 1/4
Hogs, 160 lbs.	@21 1/4
Pigs, 80 lbs.	@22
Pigs, under 140 lbs.	@21 1/4

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy	18 @19
Choice, native, light	18 1/2 @20
Native, common to fair	16 1/2 @18

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 1/4 @18 1/4
Native choice yearlings, 400@600 lbs.	18 1/2 @19 1/2
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	12 @14
Good to choice heifers	16 1/2 @17 1/2
Good to choice cows	12 1/2 @13 1/2
Common to fair cows	11 @12
Fresh bologna bulls	10 1/2 @12

## BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @23	23 @24
No. 2 ribs	18 @20	20 @22
No. 3 ribs	16 @18	18 @20
No. 1 loins	29 @30	30 @32
No. 2 loins	25 @27	27 @29
No. 3 loins	22 @24	25 @27
No. 1 hinds and ribs	21 @23	23 @25
No. 2 hinds and ribs	19 @20	22 @24 1/2
No. 3 hinds and ribs	16 @17	20 @21 1/2
No. 1 rounds	18 @19	17 @18
No. 2 rounds	16 @17	16 @17
No. 3 rounds	14 @15	14 @15
No. 1 chucks	13 @15	14 @15
No. 2 chucks	11 @12	13 @13 1/2
No. 3 chucks	10 @12	12 @12 1/2
Bolognas	6 @11 1/2	11 1/2 @12 1/2
Rolls, reg., 6@8 lbs. avg.	22 @23	23 @24
Rolls, reg., 4@6 lbs. avg.	17 @18	18 @20
Tenderloins, 4@6 lbs. avg.	60 @70	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90	80 @90
Shoulder clods	10 @11	11 @12

## DRESSED CALVES.

Prime	25 @27
Choice	23 @24
Good	18 @20
Medium	15 @17

## DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	28 @29
Good lambs	26 @27
Lambs, poor grade	22 @24
Sheep, choice	15 @17
Sheep, medium to good	14 @15
Sheep, culls	12 @13

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	32 @33
Hams, 10@12 lbs. avg.	31 @32
Hams, 12@14 lbs. avg.	30 @31
Picnics, 4@6 lbs. avg.	22 @22 1/2
Picnics, 6@8 lbs. avg.	18 1/2 @19
Rolettes, 6@8 lbs. avg.	21 @22
Beef tongue, light	25 @27
Beef tongue, heavy	28 @30
Bacon, boneless, Western	31 @32
Bacon, boneless, city	27 @28
Pickled bellies, 10@12 lbs. avg.	23 @24

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	30 @32
Pork tenderloins, fresh	45 @50
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	21 @22
Shoulders, Western, 10@12 lbs. avg.	20 @21
Butts, boneless, Western	31 @32
Butts, regular, Western	25 @26
Hams, city, fresh, 6@10 lbs. avg.	31 @32
Hams, Western, fresh, 10@12 lbs. avg.	29 @30
Picnic hams, Western, fresh, 6@8 lbs. avg.	19 @20
Pork trimmings, extra lean	25 @26
Pork trimmings, regular 50% lean	11 @12
Spare ribs, fresh	15 @16
Leaf lard, raw	16 @17

## BONES, HOOFES AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	95.00@100.00
per 100 pcs.	@75.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.	45.00@50.00
Black hoofs, per ton	45.00@50.00
Striped hoofs, per ton	45.00@50.00
White hoofs, per ton	@85.00
Thigh bones, avg. 85 to 90 lbs. per 100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed	@28c a pound
Fresh steer tongues, l. c. trim'd	@38c a pound
Sweetbreads, beef	@65c a pound
Sweetbreads, veal	@1.00 a pair
Beef kidneys	@15c a pound
Mutton kidneys	@8c each
Livers, beef	@18c a pound
Oxtails	@11c a pound
Hearts, beef	@10c a pound
Beef hanging tenders	@20c a pound
Lamb fries	@10c a pair

## BUTCHERS' FAT.

Shop fat	@2 1/2
Breast fat	@4
Edible suet	@6
Cond. suet	@4 1/2
Bones	@20

## SPICES.

	Whole.	Ground.
Pepper, white	35	38
Pepper, black	24	27
Pepper, Cayenne	13	20
Pepper, red	21	21
Allspice	17	20
Cinnamon	13	16
Coriander	5	8
Cloves	25	30
Ginger	19	19
Mace	1.15	1.25
Nutmeg	48	48

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Venals	1.18	2.00	2.05	2.25	3.00
Prime No. 2 Venals	1.10	1.80	1.80	2.00	2.75
Buttermilk No. 1	1.15	1.65	1.70	1.90	...
Buttermilk No. 2	1.13	1.45	1.45	1.65	...
Branded grubby	1.10	1.05	1.05	1.25	1.55
Number 3	...	...	...	...	...

## CURING MATERIALS.

In lots of less than 25 bbls.	Bbls.	Dbl. Bags per lb.
Double refined saltpetre, granulated	6 1/2 c	6 1/2 c
Double refined saltpetre, small crystal	7 1/2 c	7 1/2 c
Double refined large crystal saltpetre	8 1/2 c	8 1/2 c
Double refined nitrate soda, granulated	4 1/2 c	4c
In 25 barrel lots		
Double refined saltpetre, granulated	6 1/2 c	6c
Double refined saltpetre, small crystal	7 1/2 c	7 1/2 c
Double refined saltpetre, large crystal	8 1/2 c	8c
Double refined nitrate soda, granulated	4c	3 1/2 c
Carload lots:		
Double refined saltpetre, granulated	6c	5 1/2 c
Double refined nitrate soda, granulated	3 1/2 c	3 1/2 c

## DRESSED POULTRY.

### FRESH KILLED.

Chickens—fresh—dry packed—12 to box—poor to good:	
Western, 48 to 54 lbs. to dozen, lb.	@33
Western, 48 to 47 lbs. to dozen, lb.	@31
Western, 36 to 42 lbs. to dozen, lb.	@29
Western, 31 to 35 lbs. to dozen, lb.	@30
Western, 25 to 30 lbs. to dozen, lb.	@30
Western, 21 to 24 lbs. to dozen, lb.	@30
Western, 17 to 20 lbs. to dozen, lb.	@32
Chickens—fresh—dry pkd.—prime to fcy.—12 to box:	
Western, 48 to 54 lbs. to dozen, lb.	@34
Western, 48 to 47 lbs. to dozen, lb.	@31
Western, 36 to 42 lbs. to dozen, lb.	@30
Western, 31 to 35 lbs. to dozen, lb.	@31
Western, 25 to 30 lbs. to dozen, lb.	@31
Western, 21 to 24 lbs. to dozen, lb.	@34
Western, 17 to 20 lbs. to dozen, lb.	@35

Western, 48 to 47 lbs. to dozen, lb.	@33
Western, 36 to 42 lbs. to dozen, lb.	@31
Western, 31 to 35 lbs. to dozen, lb.	@30
Western, 25 to 30 lbs. to dozen, lb.	@31
Western, 21 to 24 lbs. to dozen, lb.	@34
Western, 17 to 20 lbs. to dozen, lb.	@35

Fowls—frozen—dry packed—prime to fcy.—12 to box:	
Western, 60 to 65 lbs., lb.	@33
Western, 55 to 59 lbs., lb.	@32
Western, 48 to 47 lbs., lb.	@30
Western, 30 to 35 lbs., lb.	@27

Ducks—	
Long Islands, No. 1, bbls.	@28

Squabs—	
White, 11 to 12 lbs. to dozen, per lb.	65 @ 70
Prime, dark, per dozen	2.50@3.00

## LIVE POULTRY.

Fowls, colored, per lb., via express	@29
Ducks, Long Island spring, via express	@30
Geese, swan, via freight or express	@12
Pigeons, per pair, via freight or express	@25
Guineas, per pair, via freight or express	@80

## BUTTER.

Creamery, extras (92 score)	@43 1/4
Creamery, firsts (90 to 91 score)	41 1/2 @43
Creamery, seconds	37 @38
Creamery, lower grades	36 @36 1/4

## EGGS.

Extras, per dozen	40 @42
Extra firsts	37 @38
Firsts	34 1/2 @36
Checks	26 @29

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

	Ammonia.
Ammonium sulphate, bulk, delivered per 100 lbs.	@2.50
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@2.50
Blood, dried, 15-16% per unit	@4.00
Fish scrap, dried 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	4.00 @10c
Fish guano, foreign, 15@14% ammonia, 10% B. P. L.	4.10 @10c
Fish scrap, acidulated, 6% ammonia, 2% A. P. A., f.o.b. fish factory	3.25 @50c
Soda Nitrate, in bags, 100 lbs. spot	@2.38
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	4.25 @10c
Tankage, unground, 9@10% ammonia	3.75 @10c

### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton	@32.00
Bone meal, raw, 4 1/2 and 50 bags, per ton	@38.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 10% flat	@9.00

### Potash.

Mannre salt, 20% bulk, per ton	@11.00
Kalnit, 12.4% bulk, per ton	@5.00
Muriate in bags, basis 80%, per ton	@32.50
Sulphate in bags, basis 90%, per ton	@48.00

### Beef.

Cracklings, 50% unground	@1.65
Cracklings, 60% unground	@1.50

### Meat Scraps, Ground.

50%	\$65.00
55%	70.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Sept. 2, 1926:

	August	27	28	30	31	Sept. 1	2
Chicago	42	42	42 1/2	42	41 1/2	41 1/4	41 1/4
New York	43	43	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2
Boston	43	43	43 1/2	43 1/2	43 1/2	43 1/2	43 1/2
Philadelphia	44	44	44 1/2	44 1/2	44 1/2	44 1/2	44 1/2

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

41	41	41 1/4	41	43 1/4	40 1/4
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## Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—1926.
Chicago	39,094	41,215	48,589	2,361,984
New York	49,638	45,958	50,885	2,517,701
Boston	14,642	17,144	18,986	911,096
Philadelphia	14,821	11,568	10,106	767,824

Total ... 118,795 115,855 128,626 5,558,605 6,481,488

## Cold storage movement (lbs.):

	In Sept. 2	Out Sept. 2	On hand Sept. 3	Same week day last year.
Chicago	129,198	126,272	32,768,134	30,352,500
New York	10,354	76,742	21,154,731	13,875,269
Boston	10,554	31,892	13,042,159	14,080,870
Philadelphia	49,170	40,694	6,108,141	5,323,473
Total	199,276	275,570	73,073,165	63,685,112



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